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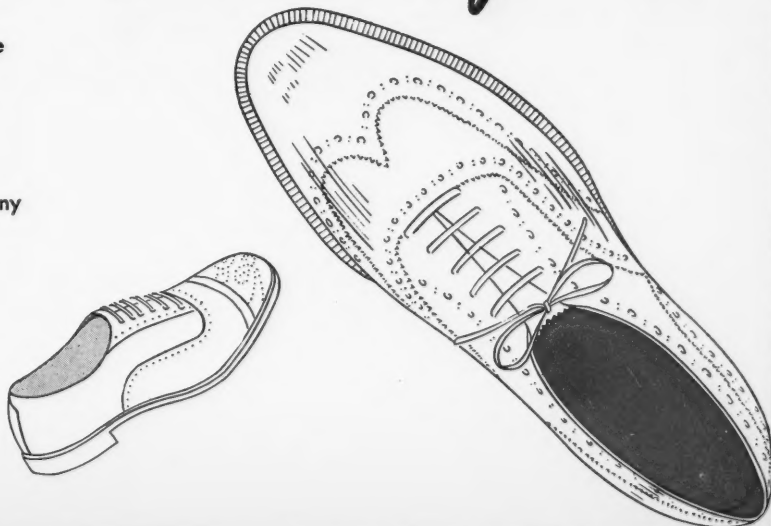
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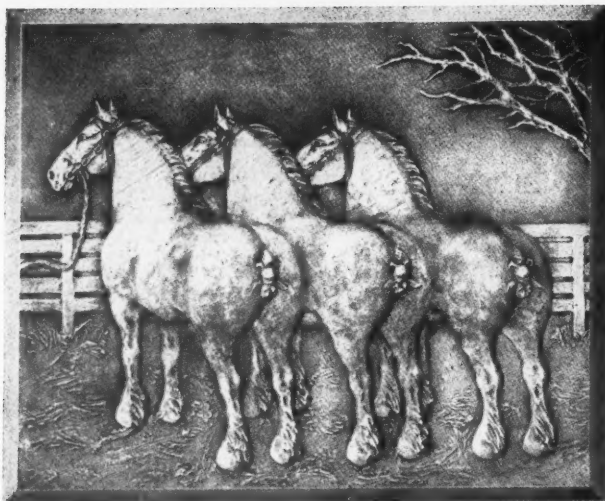


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Sole leather tanners sold 2 to 2½ million dollars worth of sole leather to finders last week at annual convention of Shoe Service Institute of America, in Chicago, according to reliable report. Sales were at "higher" prices. In fact, so sensational were these sales that visitors were calling it a "tanners' convention." At a private meeting with these sole leather tanners, one government official told them in no unmincing terms that they were making a sore mistake in "loading customers" with leather at this time—and that it was just such action that might motivate the govt. to impose controls and price ceilings on the industry.

Situation in Washington as it affects hide, leather and shoe industry still uncertain. Govt's leather advisory committee met last week but session was routine, one or two key experts not present. Industry representatives not yet called in for formal meeting and no committee meeting scheduled yet. However, the call can come at any time—and probably will.

National Shoe Manufacturers Assn. had representative in Washington for few days interviewing officials who would be ones to take appropriate action if and when full-scale emergency develops.

Picture remains unchanged on impending controls and regulations for hides, then leather, and finally shoes. Govt. not yet ready for sweeping mobilization of all industries. Congress itself not yet ready to vote broad stand-by powers to Truman but may remain in continual session except for short recesses. Tax cuts on luggage and other excises a dead issue for 1950.

Washington sources consider inflation peril more of a problem than industrial mobilization. Retail shoe sales booming, armed services will undoubtedly place huge footwear orders in coming months. Speculative trading on Commodity Exchange, rising hide and skin market, heavy volume sales of leather at soaring prices combining to push Govt. toward controls. May not happen for several months, particularly if Korean situation gets better, but inflationary pressures may force Truman to take action regardless.

Shoe learner subminimum wage may prove to be one of the casualties of the war scare. Even if Wage and Hour Division grants special learner rate below 75c federal minimum, shoe manufacturers "victory" over labor unions may become purely academic. Coming demands on younger workers both for draft and later for critical war materials work, plus other inflationary factors, will force up wages somewhat in months to come.

Govt. will do its best to keep wages down. Unions will be asked to de-emphasize wage increase de-

mands, help keep prices from rising too quickly. Whether unions cooperate depends in large part upon seriousness of war situation.

Wage freeze will be last resort. Govt. not planning this unless price and manpower controls are necessary. Latter two must come first. Truman advisers figure moderate commodity controls asked by President this week will serve to hold down "non-essential" production, force workers into more essential industries without necessity of manpower freeze. However, outright war or worsening situation might bring on quick job freeze.

Temporary regulations providing subminimum wage rates for glove learners extended until Oct. 25 by Wage and Hour Division. Regulations due to expire July 25. Govt. had promised final learner decision before this date but international scare, other factors have delayed this. Regulations may prove purely nominal if inflation hits wages. Present learner rate allows rate of 55 and 65 cents per hour.

CIO-AFL unity talks to start July 25 but insiders feel nothing specific will develop immediately. War scare gives labor new worries overshadowing move toward unity. Unions more concerned now over possible wage freeze, girding for wage increase drive. Pensions are to be soft-pedaled for time being. So the betting is that actual concrete steps toward labor union unity will be quietly shelved, despite headlines to the contrary.

Look for general rush by shoe manufacturers to raise wholesale prices within next week to 10 days. Some have already done so but most are waiting for larger manufacturers to lead way. Florsheim has raised men's lines, studying women's; General Shoe contemplates increase on Aug. 1; others indicate they will take action in few days. The rush is on and the question is: "How far is up?"

Many manufacturers unwilling to raise prices but say they "cannot help themselves." Most of all they remember and fear re-growth of consumer price resistance. However, continued pressure from hide and leather markets gives them no choice.

How much of a raise the buying public first and then the Govt. will stand for before controls are sought is the \$64 question. Some shoemen feel Truman will not invoke price ceilings short of actual war; others feel continued inflation in leather and shoe market will bring controls earlier.

EDITORIAL

What's Behind The Price Rises?

THE tumultuous conditions in the hide, skin, leather and shoe markets currently dominate the industry's mind. Where is the market going? Why is it moving in certain directions? How far will it go? What is the over-all outlook? Here, in an effort to reduce and clarify some of the confused thinking, is a brief analysis.

1941 And 1950

We hear the comment: All of Europe was at war in 1941, but the U. S. hide and skin markets were relatively calm. Why, with a relatively tiny war such as the 1950 Korean affair, should the hide and skin markets be in a state of price jitters?

Though Hitler's European war started in 1939, during all of 1940 the price of U. S. Chicago packer hides (light native cows) fluctuated only 1.9 cents over the entire year. For the first six months of 1941 (until July, when a 15-cent ceiling was imposed on hides), the price fluctuation was only 3.7 cents. Thus, why the relative stability in 1940-41 compared with the current tumult?

In 1940-41 there was a heavy inventory of hides among packers and tanners. Foreign supply lines were open, with considerable free trade and good supply. There was no ECA whereby other countries could bid up hide prices by taking supplies that would ordinarily go to us. The national economy was not inflated; military and civilian production was not at any excessive level, nor were military expenditures extremely high as now. Over-all costs (wages, taxes, prices, etc.) were moderate. And leather consumption, though wholesome, was not heavy to impose the pressure of demand on hides and skins and raise prices.

Compare this with the current situation. Though the Korean affair may be a "ten-percent war," there's one difference. We are active participants in this one, whereas we were not active participants in the much larger scale European war of 1940-41. We were spending only about \$3 billions for military arms in 1940-41, compared with \$13.5 billions now. Our rawstock imports

now are considerably below those of 1940-41, despite a much increased consumption of leather today. In 1941 we produced 28,121,000 hides as compared with only 23,332,000 in 1949. Lower current supply as against strong demand obviously presses prices upward. Today all costs are substantially higher—in most cases 100 percent or more above 1940-41 levels. The tanners have operated on a postwar policy of lower inventories (30-40 percent of pre-war levels). Today we have ECA which "competes" with U. S. hide buying and supplies, thus putting additional pressures on U. S. and foreign (especially Argentine) hide prices. Today we have a bloated economy resulting in an inevitable inflationary trend of almost all commodities. Hides are simply one of the commodities caught in the vortex of this inflationary whirl. Further inflationary pressures are full employment, high wages, and peak industrial output. The industrial production index now stands at 197—slightly above the record year of 1948, 12 percent higher than 1949, and 81 percent above 1939. We are producing at a rate of \$8,000,000,000 above the previous peak of 1948, with our total output of goods and services valued at \$270 billions, \$100 billions higher than 1939.

Thus the reasons for the current rise of hide prices, as only one of many commodity price rises, compared with the relative "stability" of hide prices in the 1940-41 period, are obvious. It is simply the consequence of a mass of economic pressures operating in a free economy.

The Packers

Blame the packers? No. It's being said by some that the packers are holding back on supplies, building inventories. Generally, the packers have had little inventory of hides. Constant and substantial demand has kept their inventories low. Consider another important factor. The big-four packers are confronted with anti-trust charges of monopoly practices. Under these circumstances they are highly cautious of any practices—such as exorbitant price jumps

or hoarding or price-fixing—that would jeopardize their case at this time. Also, a Senate investigation of current price boosts is now in the making. Senator Wayne Morse stated a few days ago that he was aiming his fire at meat packers and other "economic interests" which, he claims, are "profiteering" on the Korean war. Morse said recent meat price boosts are "unconscionable." In the light of this, it is doubtful that the packers will chance, or are chancing, extreme price jumps on by-products.

Speculators and Hide Dealers

Are the hide dealers at fault? No. As everyone knows, the hide futures market is in a tumult because of heavy and excited commodity speculation. Hide dealers and brokers usually speculate on hide futures with an intimate understanding of their field which breeds some degree of caution and moderate action.

But suddenly into the picture has come the "outside" speculator that has sent the hide exchange into a mad whirl, with prices jumping crazily. This "outsider" has done the same with other commodities. The tanners don't like it. The hide dealers and brokers never did like the "intrusion" of this outsider. Eliminate the outside speculator? Yes—if at the same time you want to eliminate free markets, free trading and the rights of free speculators. Under our economic system we must put up with this type of speculator who often abuses the "privilege." But the law says he has a right to gamble with his own money. And we must respect the law.

However, President Truman now intends to take steps against this kind of speculator whose market manipulations are exceedingly dangerous in times of national emergency. Stated the President this week: "I recommend that Congress now authorize the control of consumer credit and credit used for commodity speculation."

The Tanners

Shoe manufacturers are highly apprehensive of the rise in leather prices over the past two-three weeks. Many are claiming that the tanners are "capitalizing" on the Korean situation. Calf is up 5-10 cents, side leathers 4-8 cents, sole leather 2-5 cents, sole offal 3-6 cents, welting 1 cent. Moreover, tanners are taking orders only for immediate delivery from stocks on hand.

Well, we must face a fact that is

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SCHNITZER: SEES NO CONTROLS FOR SHOE REPAIR SUPPLIES—Says most materials used by shoe finders and repairers are in good supply. No immediate shortages seen to warrant controls.

FLORSHEIM RAISES MEN'S PRICES; WOMEN'S NEXT—Other shoe manufacturers expected to follow Chicago firm's lead. Prices up 50c at wholesale.

SHOE MFRS. SALES DOWN, PROFITS UP IN 1ST HALF 1950—NESLA survey finds leading shoe manufacturers report substantial profit gains.

NSMA TO HOLD SPECIAL REGIONAL MEETINGS—Association of officers to discuss effect of Korean war on shoe industry.

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NEWS

Price Turmoil Hits All Leathers; Shoe Manufacturers See Own Prices Up

President's message releases flood of trading at rising prices. Many look for early controls if inflationary spiral is not tempered.

After close to three weeks of confusion and indecision, U. S. hide and skin, leather and shoe markets began to show some semblance of direction this week. The resumption of operations by shoe manufacturers plus the strong policy recommended by President Truman in his message to Congress helped point out the direction.

One thing was certain. The nation was committed to what amounted to a war economy. Controls and allocations were in the offing for essential materials. Whether hides and skins were to be included near the top of this essential list was still a question but if and until they were, the market had only one direction to go—up. The big question was—how far up.

In turn, packers, hide dealers, tanners and shoe manufacturers were discovering they had little choice but to raise prices. Packers who had at first offered a good volume of hides first raised prices, then began to withdraw offerings. Tanners at first refused to bite, then bought cautiously and raised prices as they figured replacement. Shoe manufacturers in general have held off raising prices to date but admit they must go up in a few days.

The most definitive action of the week came after the President's message. For two weeks prior to this message, hide futures had soared under the impact of speculative buying, much of which was done by commission houses and traders not ordinarily active in the hide market.

Just before release of the President's

demands, futures dropped from 150 to 95 points as speculators recoiled from the spectre of tight controls. When Truman cleared the air by declaring that price controls were not needed as yet, the sudden bearishness dispersed and prices firmed again.

There was, however, one note of caution evident. Although profit taking fell off and buying broke out again, fear that excessive rises would bring on price controls kept the market from rising too rapidly.

A Bigger Boom

Most trade sources felt that the President's demands were comparatively mild and would not discourage speculative buying and inventory stocking at higher prices. The prospect of still higher prices led many buyers to order now with a later profit in view.

Shoe Foremen's Survey

Beginning in the Aug. 5 issue will appear the first of three articles dealing with a *Leather And Shoes* survey report of 2,500 shoe foremen—the largest, most comprehensive survey of its kind ever conducted in the industry.

This three-part report is one of the most significant published in the shoe industry in many years, and is certain to arouse much constructive comment about a long-neglected aspect of the industry.

Watch For It!

This week *Leather And Shoes* conducted a spot check of hide and skin, leather and shoe markets over the country, surveyed conditions resulting from the war in Korea and reactions of the trade to President Truman's message to Congress. What it found should help L & S readers evaluate industry trends, weigh the factors, both extraordinary and normal, which are making the market what it is today.

Many observers took President Truman's message to indicate that the country was on the verge of another spending boom. The \$10 billion defense funds sought by Truman meant heavy defense orders. The shoe industry would soon feel the impact of military orders, they reasoned, and this added demand on an already active market would spur more active hide buying.

Consumer scare buying of shoes, if it did materialize, would not be influenced much by the President's mild demands, they added. Only controls, allocations and ceilings could stop the market trend.

A definite fear of controls lurked in many minds. How keenly aware the industry was of possible controls was evident in several prominent sources. The New England Shoe and Leather Assn, advised members that controls were not "possible" until after Congress and the President approved new legislation, added that the Association was keeping close contact with government agencies in case "any emergency should develop."

The National Shoe Manufacturers Assn. declared that until Congress grants further powers, "no action can be taken to institute controls." Then it said the industry's greatest danger at present "lies in a volatile market situation, in which anticipatory buying could result in sharp and wholly unwarranted price increases"; reiterated some previous advice to the effect that "the important thing for a shoe manufacturer or any other businessman to do under the present circumstances is to avoid situations

in which he could not afford to be frozen."

Hide Futures Lag, Revive After Truman's Message

Hide futures on the New York Commodity Exchange showed early weakness this week, then firmed sharply after President Truman told Congress he did not contemplate price controls and ceilings at this time. Before the President's demands were released, traders and speculators had slowed their active buying of the past two weeks fearing imposition of strict controls.

The highly speculative futures market, always sensitive to international events, had become a seething center of activity. Although futures did not respond at first to the Korean war, heavy buying by speculators, many of whom were not ordinarily in the hide market, forced prices up from 4-6c a pound within two weeks.

One Exchange spokesman tried to explain the erratic movement of futures by declaring, "prices of hides are not getting stratospheric at all. They are acting conservatively compared to other commodities." He went on to show that futures had for a long time lagged behind other commodity rises and were just now catching up, added that the futures market "is not and never has been out of line with the spot market."

His comments, however, failed to explain satisfactorily a hide market which saw prices soar to the limit on Monday of last week, drop to off-limit quotations on Tuesday, and climb again on Wednesday afternoon following the President's message.

Many observers believe that the greater bulk of speculative buying of futures can be attributed to public activity. They point to the stock market reports which indicate that investors are pulling their money out of stocks and investing in commodities which react conversely to the international situation.

Hides Still Climbing; Tanners Fear Controls

Hide and skin prices continued to rise this week as the President's demands failed to include immediate price controls and allocations. Despite relatively narrow spot business since the outbreak of the Korean war, the market has jumped from 2-4½c and higher in the ensuing weeks.

Much of the higher prices can be attributed directly to speculation. Also, many hide buyers want to get a few hides into their hands before

allocations and price controls actually threaten.

Packers have been slow to offer hides in the past two weeks, withdrawing their earlier offerings and preferring to wait for developments. Despite this holding back and a general reluctance by many tanners to buy, prices jumped sharply. Light native cows which sold at 25-25½c three weeks ago, rose first to 26-27½c, then to 28-30c this past week. Native steers rose from 23½c to 26½c to 28c early this week and finally to 29c at week's end. Packer calfskins, suddenly active again, soared from a recently stabilized value of 62½-66½ to a high of 72½-76c this week. The same situation was evident all along the line.

Despite tanners' resistance to the advances, trading was active. Tanners who had kept their rawstock purchases close to replacement needs found that leather demand was forcing them into active buying. Some, needing hides, placed good orders hoping to get in before they were forced to pay considerably more. Those who ordered just before the big surge in futures are sitting now with relatively cheap hides in stock, although expensive when compared to the earlier market.

On the whole, tanners feel that unless packers make a real effort to hold down prices, they will be inviting early controls. One prominent tanner said that voluntary rationing will not work and that Truman will be forced to invoke his full powers. An unconfirmed rumor circulating through the trade this week had it that controls would be set by Sept. 15. Most observers felt this was pure guesswork, that ceilings could come anytime.

One thing tanners were agreed upon. When controls did come, they would call for a rollback of prices. General consensus was that the rollback would set light native cows at 25c, branded native steers at 23-24c, the prices in effect before the Korean war.

Other factors beyond the international situation must also be considered, say tanners. First, the kill has been light. Sellers of hides have some on hand but few large stocks as some tanners believe. Most sellers had only three to four weeks previously in which to stock up. Even without the war, there would have been a relatively short domestic supply of hides and skins today. Buying would have been dull because of slow replacement demands put on leather.

Leather Prices Soar Under Rawstock Pressure

Prices throughout the leather market continued to rise sharply this week after the impetus of last week's rise. The situation showed few signs of easing, according to most tanners.

Although many tanners said that President Truman's demands had been milder than feared and that they were still expecting controls, few did anything to hold back the inflation spiral. Instead, several inflationary practices were almost common this week.

Many tanners refused to publish price lists, sold their leather at the price of the moment.

Few, if any, sold any leather for future delivery. Some were taking orders up to Aug. 1 only, others said they were selling ahead to Sept. 1. Curiously enough, many of the latter were offering little leather this week.

By week's end, sole and side leathers showed the sharpest boosts. Some tanners were asking 4-6c more on various selections of bends and finding little sales resistance. Bellies, when available, were moving at 2-4c higher, shoulders at the same rate. Most sole leather tanners, sadly neglected for months, were able to get rid of many odds and ends. Even with demand high, sole tanners were afraid that synthetic soles would be in for a heyday if leather prices continued to rise.

One leading sole tanner said, "if you want to sell everything, you can. There's almost no sign of price resistance."

Side leathers continued to show strength, following up the 2-3c rises of last week with another 1-2c rise. Calf tanners were suddenly refusing to publish lists but buyers were finding some selections from 5-10c over last week. The new raises were in line with the sudden rise on the calfskin market.

Kid leathers and splits continued to hold firm with tanners able to get what they asked for the first time in many months. Lining leathers, particularly sheepskin, were getting 1-2c more than recently.

Until recently, tanners small rawstock inventories, moderate stocks of leather on hand. Production was geared to seasonal expectation of orders. Today, with tanners selling leather as fast as they can produce it, few have any inventories to speak of unless they have been active in replacement buying.

Shoe Manufacturers Gird For Early Price Hikes

The nation's shoe manufacturers, beset by continued pressure from rising leather and shoe materials prices, were preparing this week to boost prices on their various lines. As one leading maker of children's and infants' shoes put it, "We can't help ourselves."

Most expected to announce the new prices within the next week to 10 days, some had already made the break. Although General Shoe Corp. announced several weeks ago that raises were imminent on Aug. 1, Florsheim Shoe Co. was the first large manufacturer to succumb to market pressures. The company raised its men's lines 50c at wholesale, took its women's lines under consideration.

Other manufacturers, many of whom were waiting for the larger firms to take the lead, admitted they would institute new prices in a few days.

As a group, shoe manufacturers feel controls are inevitable. Many fear a resurgence of consumer price resistance, especially if the Korean situation slackens, say President Truman ought to set a rollback ceiling for shoe prices in case he is forced to use it.

The President's request for \$10 billion war funds means continuing good business to most. No one can predict the volume of military shoe orders to come but all feel it will be substantial.

Schnitzer: No Controls For Shoe Repair Supplies

Speaking before the annual convention of the Shoe Service Institute of America, Julius Schnitzer, Chief of the Textile and Leather Division, Office of Industry and Commerce, U. S. Dept. of Commerce, told several hundred shoe finders and repairmen that he could foresee no government controls affecting the shoe repair trade in the near future. His statement:

"My feeling is that there will be no controls of the nature of interest to you in the immediate future. Available information convinces me that we have ample supplies of all materials required in the entire shoe trade field so that there is no immediate need for rationing or other restrictive controls. Current and new supply of sole leather is sufficient to furnish all the needs for new shoe production, as well as for repair work. To the supply of natural rub-

ber we have a large potential in the synthetic types and I understand that the output of the latter could quite readily be stepped up. Tacks, nails, and other metal products used in shoes are also readily available and there is nothing serious in the outlook for supplies of these, and the same situation prevails in the fabrics needed for laces and linings. Very favorable also is the supply position of waxes and dyes used for dyes and polishes. All of these cover the major products of interest to your trade and I am happy to be able to report the favorable supply position of these commodities."

In reply to a question, "Should an emergency arise, would our industry (shoe repairing) be classified as an essential industry?" Schnitzer replied:

"Yes. Remember that shoes for an essential civilian population are just as important as shoes for the soldiers. If the worker who produces war material is not properly shod, he does not produce properly, and that could very readily result in not showing up for work upon occasion. So, in my opinion, shoe servicing is a very essential part of our economy."

210 Association Enjoys Annual Golf Outing

Members and guests of the 210 Association gathered at the Pinebrook Country Club, Weston, Mass., July 19, for the philanthropic group's annual golf outing.

The Gold Cup, a perpetual trophy for the 210 Golf Championship to be awarded to the low net winner, 15 handicap or under, was won by William Freeman of O'Donnell Shoe Co. Freeman carded 77-15-62. This trophy must be won three times for permanent possession.

The Abraham Shapiro Memorial Trophy, a large silver cup for the low net winner with a handicap from 16 to 30, was won by Charles Shapiro of Majestic Shoe Corp. Shapiro stroked his way to victory with a 79-18-61.

Winners in the 1 to 10 Handicap class: 1st Gross—Geo. W. Foss, Wm.

Bixby Co.; 2nd Gross—Dave Bernstein, Panther Panco Rubber Co. 1st Net, George Kaplan, Majestic Fabrics; 2nd Net—N. P. Lyons, Saco-Moc Shoe Corp.; 3rd Net—Mel Ornsteen, Ornsteen Shoe Co.; 4th Net—Geo. Nelson, Allied Kid Co.

Winners in Handicap 11 to 20 class: 1st Gross—Wm. Freeman, O'Donnell Shoe Co.; 2nd Gross—Bernard Silverman, M. B. Silverman & Sons; 1st Net—Chas. Shapiro, Majestic Shoe Corp.; 2nd Net—Sydney Segal, Service Wood Heel Co.; 3rd Net—J. W. Holmes, United Last Co.; 4th Net—Timothy Devlin, Beadenkopf Lea. Co.

Winners in the Handicap 21 to 30 Class: 1st Gross—Ray Ryan, Panther Panco Rubber Co.; 2nd Gross—Herbert Amdorsky, A Shapiro, Inc.; 1st Net—Herbert Copland, A Sandler Co.; 2nd Net—Harold Quimby, Nat. Shoe Mfrs. Assn.; 3rd Net: Chas. Gutman, Valman Shoe Co.; 4th Net—Chas. Bluestein, Wilbar's, Inc.

QM Seeks Safety Shoes

The New York Quartermaster Procurement Agency has issued Invitation to Bid QM-30-280-51-32, calling for bids on 1164 pairs of russet shoes with safety toe and oil resistant sole. Bids will be opened at 3:00 p.m., Aug. 14 in New York with delivery scheduled as follows: Nov., 1950—384 pairs; Dec., 1950—384 pairs; Jan., 1951—396 pairs.

C. D. Heywood Heads Board

Chester D. Heywood, president of Heywood Boot & Shoe Co., Worcester, Mass., until his retirement in 1945, has been elected chairman of the board. Heywood is the son of the late Frank E. Heywood, former vice president and treasurer of the firm for many years; and grandson of the late Samuel R. Heywood who founded the firm.

Charles S. Hoar remains as president and treasurer of the company. W. Harvey Moody has been named executive vice president. Philip B. Heywood is clerk.

HIDE PRICE COMPARISONS

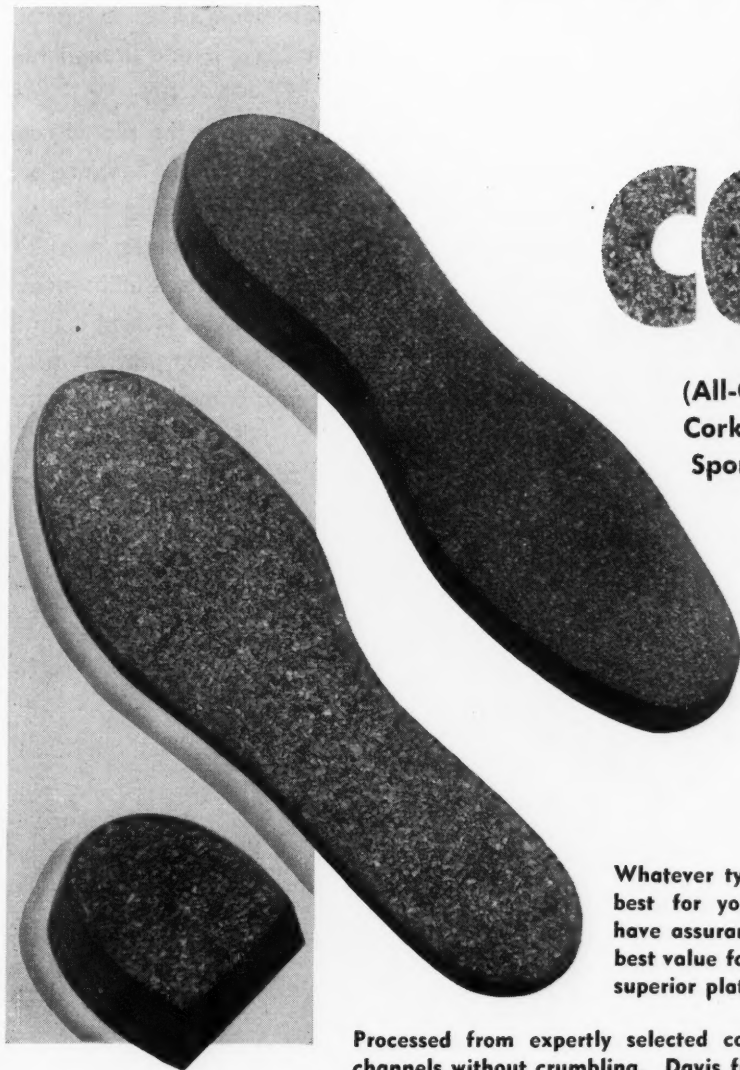
	Present	Prior to Korean War 6/16/50
Native Steers	27-29c	23½-26½c
Ex. Light native steers	33cN	30c
Light native cows	28-30c	25-26½c
Heavy native cows	27½-29c	25-25½c
Native bulls	17cN	15½-16½c
Heavy Texas steers	24½cN	20c
Light Texas steers	26cN	24cN
Ex. Light Texas steers	29cN	27cN
Butt branded steers	24½cN	20c
Colorado steers	24cN	19½cN
Branded cows	26-26½cN	24-24½c
Branded bulls	16cN	14½-15½c
Packer calfskins	72½-76cA	62½-66c
Chicago city calfskins	48-50cN	42-45c
Packer klipskins	52½cN	50c

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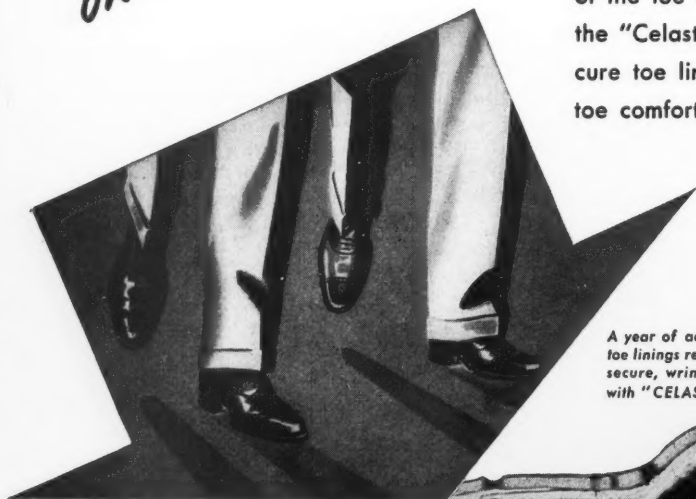
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UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS



*"CELASTIC" is a registered trade-mark of The Celastic Corporation

LEATHER and SHOES—July 22, 1950

Shoe Mfrs.' Sales Down, Profits Up In First Half

Net sales of three of five leading shoe manufacturers during the first half of the year fell from three to over seven percent from the same period a year ago but profits of all showed substantially increases, according to an analysis prepared this week by the New England Shoe and Leather Assn.

Of the five manufacturers reporting on profits and sales to date, only Brown Shoe Co., St. Louis, and Nunn-Bush Shoe Co., Milwaukee, found increases in net sales over the first six months of 1949. Brown's sales were up three percent while Nunn-

Bush reported an increase over last year of 1.5 percent. Sales of General Shoe Corp., Geo. E. Keith Co., and International Shoe Co. were down three percent, 5.1 percent and 7.5 percent respectively.

General Shoe Corp. registered the greatest profit increase, reporting a gain of 69.5 percent over the first six months of last year. Next in line was Nunn-Bush with a profit gain of 41 percent. Lowest increase in profits was listed by International Shoe Co., world's largest shoe manufacturer—which listed a profit gain of 1.7 percent over this period last year. Following are comparative figures:

Company	1st 6 mos., 1950		Per Cent Changes 1950-1949		Ratio Net Profit To Sales 1950
	Net Sales	Net Income	Sales	Profits	
International Shoe Co.	\$ 84,921,621*	\$ 4,554,943	- 7.5%	+ 1.7%	5.4%
Brown Shoe Co.	41,725,722	1,545,055	+ 3.0	+18.2	3.7
General Shoe Corp.	37,251,917	1,765,382	- 3.0	+69.5	4.7
Nunn-Bush Shoe Co.	7,318,845	331,689	+ 1.5	+41.0	4.5
Geo. E. Keith Co.	6,028,666	14,176	- 5.1	-19.7	0.2
Total	\$177,246,771	\$ 8,211,245	- 3.8%	+16.0%	4.6%

*Represents sales of shoes only.

NSMA To Hold Special Regional Meetings

"The international situation and its possible effect on the shoe industry and the over-all economy of the country" has prompted the National Shoe Manufacturers Assn. to announce a schedule of regional meetings in the next few weeks between Association and industry representatives.

In a special bulletin to members, NSMA has announced meetings will be held July 24 at the Hotel Statler, St. Louis; July 25 at Hotel Schroeder,

Milwaukee; July 26 at Hotel Syracuse, Syracuse; and July 27 at Hotel Statler, Boston. Meetings will begin at 1:30 p.m.

All meetings will be open to representatives of Association member companies only. Similar discussions will be held later in New York City, Harrisburg, and Cincinnati.

Lynn Plant To Brockton

Good news for Brockton, Mass., last week meant the opposite for Lynn. Sarra-Sandler-Fenton, manufacturer of women's high grade shoes, announced it was closing its Lynn factory at 53 Spark St. and moving all machinery and production to its Brockton plant. Reason: consolidation of all manufacturing.

In the gain and loss column, what one city lost, the other gained. General Manager William F. Coughlin reported the Brockton plant would increase production 50 percent, add at least 60 workers to bring total workers to 150. Some 45 of the 60 have already been hired, Coughlin said.

Cryptic statement: "We have found, for various reasons, that it is more advantageous to the firm to make shoes in this city (Brockton)," Coughlin declared.

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THE HUMAN FACTOR

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Industry Profits Up

Profits of the leather and leather products manufacturing industry during the first quarter 1950 were equal to 2.5 cents per dollar of sales, according to the latest report of the Federal Trade Commission in conjunction with the Securities and Exchange Commission. This compares to 2.7 cents per sales dollar in the last quarter 1949 and 2.2 cents for the first quarter a year ago.

All foregoing figures were after federal taxes, the FTC reports. Before taxes, the rate for the first quarter 1950 was 4.2 cents per dollar of sales, a gain of .1 cents over the same period a year ago.

The quarterly rate of return on stockholders' equity was placed at 1.6 for the first quarter 1950 (after federal taxes). This compares to 1.9 for the preceding quarter and to 1.6 for the first quarter 1949.

The joint report showed also that net sales in the first quarter 1950 totaled \$474 million against \$557 million in the preceding quarter and \$538 million a year ago. Net operating profit was \$20 million, \$23 million and \$22 million, respectively.

Cash assets in the first quarter of 1950 shrank to \$89 million from the \$116 million in the preceding quarter and \$105 million in the first quarter 1949.

For the first time in years the industry, in point of total assets, fell below the billion dollar mark. Total assets in the first quarter 1950 amounted to \$985 million as compared with \$1,033,000,000 in the last quarter 1949 and \$1,037,000,000 in the first quarter 1949.

May Dept. Stores Sales Up

Sales of men's and boys' shoes and slippers in 190 department stores

during May rose 10 percent over May 1949, the Federal Reserve System reports. For the first months of the year, sales were up four percent over the same period last year. Stocks were up six percent at the end of May 1950 as compared to May 1949.

Sales of women's and children's shoes in 242 stores were up two percent over May last year but down two percent for the first five months. End-of-month stocks were seven percent greater.

Women's shoe sales in 218 department stores increased two percent over May 1949 but fell one percent for the first five months while children's shoes increased seven percent in the month but fell four percent in the first five months.

In 124 reporting basement stores, sales of all types of shoes fell one percent in May from last year and four percent for the first five months. Stocks at end of month were up two percent.

The Board reports that in 1949, sales and stocks at these reporting department stores accounted for almost 50 percent of estimated total department store sales and stocks.

Penn. Assn. Holds Outing

More than 200 members of the Central Pennsylvania Shoe & Leather Assn. were present at one of the organization's most successful outing and golf tournaments held recently at the Reading Country Club. More than 100 prizes were awarded winners of various activities.

First ten golf winners were Henry Snayberger (low gross at 77), Harry Terpstra, Richard Travers, R. V. Divine, H. K. Dugdale, M. Greenbaum, Robert Blackler, E. C. Cookman, Arthur Jameson, and A. C. Grimely. Everett Herron won the putting contest for golfers and Lew Keith scored best for non-golfers. A full program of entertainment and fine buffet dinner were provided all guests.

Set Paris Leather Week

For the first time since the end of World War II, the Conseil National du Cuir of France has announced it will sponsor a Semaine du Cuir (Leather Week). Time: Sept. 15-25, 1950. Place: the Parc des Expositions, Paris.

During the week, the Council will exhibit various types of leather, tanning methods, shoes, shoe models, leather goods, gloves and shoe and leather machinery made and used in France today. In addition, French and foreign firms will be shown on

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Calcocid Green G Conc. is well suited for use with all types of tannages, particularly for dyeing pastels with synthetic tanning materials. It penetrates well, gives good uniform coverage, exhausts well, and glazes true.

Calcocid Green G Conc. is recommended to produce shoe upper leathers, both grain and suede, as well as bag and garment leathers.

Your Calco representative is a trained and experienced leather colorist. He will be happy to demonstrate, in your own plant, the superior working properties of this and other dyes in the complete Calco line... to your profit.

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various leather tanning and shoe-making processes.

All correspondence and requests for information should be addressed to "La Semaine du Cuir," 2 Rue Edouard VII, Paris 9e, France.

"The Fur And Leather Workers Union" New Book

"A story of dramatic struggles and achievement" is the jacket phrase employed by the publishers of "The Fur and Leather Workers Union" to characterize the new 708-page volume extolling the career of this former CIO affiliate.

Written by Dr. Philip S. Foner, a member of the faculty and Board of Trustees of the Jefferson School of Social Science in New York City (cited by former Atty. Gen. Tom Clark in 1947 as an "adjunct of the Communist Party"), this voluminous work purports to relate the "true story" of unionism, as personified by IFLWU, in the fur and leather industries.

As a one-sided history, "The Fur and Leather Workers Union" admits no peer in the field of labor history. Dr. Foner's publishers claim it is "unparalleled by a group of American workers." The union itself, they say, is one of the nation's "cleanest, most progressive and effective labor unions" inspiring all Americans in the "battle against the Taft-Hartley Act, injunctions and other union-smashing agencies which unfortunately today are being aided even by certain labor leaders themselves, including the leadership of the CIO."

Chain Sales Rise In June

Sales of four leading retail shoe chains during June 1950 totaled \$21.6 million, a gain of 3.5 percent over the same month last year, with only one chain reporting a loss in dollar volume. Sales for the first six months of the year averaged 3.2

percent below the same period last year.

Drop in dollar volume to date stems in part from the lower average value per pair of shoes in 1950 as compared to a year ago, according to the Tanners' Council. The Council reports June volume was somewhat better than expected. Following are comparative figures:

(\$000)	June		%	1st 6 mos.		%
	1950	1949		1950	1949	
Beck	4,847	4,540	+6.8	20,393	20,588	-0.9
Edison	6,200	6,447	-3.8	35,700	37,990	-6.0
Kinney	4,244	3,011	+7.7	15,345	15,333	+0.1
Melville	7,330	6,890	+6.4	33,673	34,671	-2.9
TOTAL	21,621	20,888	+3.5	105,111	108,580	-3.2

Dr. Foner starts off honestly enough. He describes IFLWU's early days of struggle, when the union first brought hope to thousands of sweat-shop-ridden fur workers in New York City, supported them through the great 1927 fur strike, first won them a five-day forty-hour week (the first union to win this), and finally organized the leather workers whom no other union had been able to reach in over 50 years. Then the author proceeds to whitewash IFLWU's more recent escapades.

Whether he succeeds or fails depends in large part upon the reader's point of view. Those who take the book at face value will agree with the author's claim that IFLWU's story is a "unique and brilliant chapter in the history of the American working class." Others, more aware of IFLWU's close adherence to the Communist Party line for many years, of president Ben Gold's ad-

mitted membership in the CP, of Irving Potash's recent conviction of conspiring against the United States government, of the facts uncovered at the 1948 Congressional committee investigation, may be harder to convince.

Actually, Foner's book is an excellent insight into the lines and methods employed by the Communist Party to persuade the working class and America at large that the "workers of the world," backed naturally by the Communist Party, are fighting a glorious battle against the "forces of reaction." The latter are defined by implication as all labor leaders not in sympathy with the Party, all government leaders, and poor old "Wall Street." All the overworked pat phrases are everywhere—imperialists, the forces of reaction, fascism, etc.—and thereby "The Fur and Leather Workers Union" serves to convince only those who already believe.

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Florsheim Raises Men's Prices; Women's Next

Florsheim Shoe Co., Chicago, has raised prices of its men's footwear lines by 50 cents a pair at wholesale. Announcement of the increase was made in letters to the firm's customers.

Company officials have made no comment on possible price revisions for Florsheim's women's lines but it is expected that similar raises will be instituted on these lines within the next few days.

Other shoe manufacturers were expected to follow suit shortly as the hide and leather market continued to show steady price rises. General Shoe Corp. recently announced that its prices would probably advance by 10 to 15 cents per pair at wholesale on Aug. 1.

PIERSONNEIL

▲ **Charles W. Curtis**, veteran shoe manufacturer who retired several years ago, is presently observing his 91st birthday in Marlboro, Mass. Curtis was manager of Rice & Hutchins Shoe Co. factories for many years. With his sons, he established Curtis Shoe Co. in 1928. His son, John, is now president of the company.

▲ **Albert A. Cannan** has been appointed sales representative for Tyer Rubber Co., Andover, Mass. Formerly with Dunham Bros., Brattleboro, Vt., in their rubber footwear department, Cannan will cover the state of Maine for Tyer's Rubber Footwear Division.

▲ **Maurice Wit** has been elected vice president of Jay Shoe Mfg. Co., Cambridge, Mass. Wit has been general manager in charge of sales and production since 1948. Before that, he was in charge of all women's shoe styling and buying for Melville Shoe Corp.

▲ **Carmen S. Felch**, president of Felch-Anderson Co., Providence, R. I. manufacturer of shoe buckles and ornament, has returned from a visit to southern shoe plants where, he reports, new styles are calling for increased use of buckles. Felch has announced the appointment of **Clay R. Caroland** as sales representative in Tennessee to handle the FACO buckle line.

▲ **Emil Knox**, manager of the Long Island City plant of Desco Shoe Corp., has moved into the sales organization and will represent Desco lines in Greater New York, contacting chains and department stores. He will work with Howard Carr who handles retail accounts in that area.

▲ **H. L. Ellison** of B. D. Eisendrath Tanning Co., Racine, Wis., has been appointed secretary of the Milwaukee Section of the American Chemical Society.

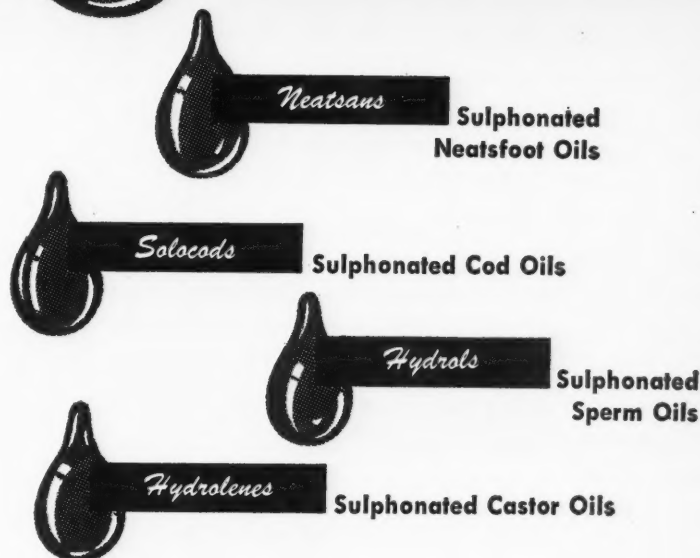
▲ **Dr. Jesse Werner** has been named assistant to the process development manager of the Graselli Works Division, General Aniline & Film Corp., Linden, N. J.

▲ **George A. Mine**, shoe products jobber representative for Goodyear Tire and Rubber Co., in Newark, has been awarded a 35-year service pin. He has been with the firm since 1915.

▲ **S. M. Stone**, president of Swank, Inc., for 53 years, has been elected to the new position of chairman. He is succeeded as president by J. Carlton Bagnall, former executive vice president.

▲ **Ted Harris** has been elected president of the newly-formed Luggage and Leather Goods Buyers Club. He is associated with Associated Merchandising Corp. **Pearl Green** of Navy Ship Stores was named vice president.

(Other News on Page 24)



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New Research Program Adopted For Cleaning And Preservation Of Hides And Skins

Tanners' Council and American Meat Institute inaugurate cooperative research project for the cleaning of hides before cure, and the preservation of Leather-Making Substance.

AS a joint research project the American Meat Institute, through its Foundation Research Laboratory at the University of Chicago, and the Tanners' Council of America, through its Research Laboratory at the University of Cincinnati, have adopted the following program: "The Cleaning of Hides Before Cure," and "The Preservation of Leather-Making Substance."

While the technical direction of these research projects is under the direction of Drs. Kraybill and O'Flaherty, assisted by their staffs, it is also being counseled and directed in its application by a joint committee consisting of Mr. Louis Kahn, Chairman (E. Kahn & Sons Co., Cincinnati, Ohio), Mr. Cecil Powell (Armour and Company), Mr. M. N. Witt (Swift and Company), Mr. H. Tefft (American Meat Institute), Mr. K. Friend (Greenebaum), Mr. A. Block (Rueping), Mr. F. Artz (Howes Leather), Mr. L. Jackson (Hide Bureau), Mr. H. Davison (American Meat Institute).

There was a meeting on June 21st at Chicago, of the staffs and directors of the two laboratories, and the projects were outlined in detail. On June 22nd, the advisory committee met and added their suggestions to the outline. A meeting of these groups will be held in connection with the Tanners' Council meeting in Chicago, in November, at which time the progress made will be reviewed.

Research Outline: Hide Cleaning

If the quality of hides can be improved the tanners will be in a more favorable position to meet competition with leather substitutes. Since the presence of manure and other extraneous materials on the hide is definitely known to interfere with the curing of the hide this study was proposed.

Project: Removable of manure deposits from hides before or during cure.

Procedure:

1. Secure samples of manure deposits from hides at producer plants and tanneries to serve as raw material for a preliminary investigation to determine feasible methods of approach. (Also to consider this in connection with different feeding experiments).

2. Make exploratory examination of this raw material involving:

- a. physical, chemical and microbiological composition,
- b. moisture or solids content,
- c. effect of application of mechanical forces such as shearing, crushing, etc.,
- d. effect of softening agents on subsequent removal procedure,
- e. ditto—for surface active agents,

- f. ditto—for treatment with saturated brine,
- g. and combination,

3. Cleaning of animal before slaughter:

- 1) Water with pressure
- 2) Spray with chemical, then use water under pressure. Chemical must be non-toxic and non-contaminating (see present method of cleaning calves).

4. Outline methods of practical application of such treatments as seem indicated after completion of the above preliminary investigation and subject these to trial under actual operating conditions.

5. During manury season, carry through comparative tests at several packing plants (covering different areas) on both green salt and brine cured hides to evaluate the methods eventually proposed for removal of this foreign matter.

6. Improvements due to manure removal

(This will be coordinated with items 4-5)

- 1) On cure
- 2) On stains
- 3) Microbiological differences
- 4) Influence of agents or treatment on
 - a. hair removal
 - b. hair proper
 - c. grain—loose, pipey, cracking
 - d. leather characteristics

7. Determine by survey the initial, peak and final months of the manury season.

8. Determine, likewise, the approximate tonnage, by months, of the manure tare applied to cured hides at time of shipment.

9. Estimate the freight cost of this tare allowance to determine the

Shoe Foremen's Survey

Beginning in the Aug. 5 issue will appear the first of three articles dealing with a *Leather And Shoes'* survey report of 2,500 shoe foremen—the largest, most comprehensive survey of its kind ever conducted in the industry.

This three-part report is one of the most significant published in the shoe industry in many years, and is certain to arouse much constructive comment about a long-neglected aspect of the industry.

Watch For It!

Methocel:

the Indispensable Film Former



Do you need a better film former? Try the new Methocel, *powdered*. Among the many advantages of Methocel, its function as a superior film former makes it indispensable to the leather industry.

Methocel (Dow Methylcellulose) is an outstanding pasting material. It is clean and uniform, its solutions require a minimum of preservative, and can be stored dry indefinitely without change.

In leather finishing, Methocel can be used to reduce the tack of dressings and finishing compounds. Its use in liquid and paste shoe polishes is long established and well known.

You are undoubtedly familiar with the fibrous form, now try the new Methocel, *powdered*. Send in the coupon for your *free* experimental sample plus information on its many profitable applications in the leather industry.

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Please send free sample of METHOCEL, for use in _____
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AND AGRICULTURE

possible saving that can be effected by removal of manure at the packing plant. This figure will serve to define the economic limitations of the project.

Curing Research Program

Project: Improvement in Cure

While the original project was referred to as development of a technique of sampling and analysis of skins or hides for the valid determination of hide substance, it is now felt that we can assume a broader scope in this work. We therefore have renamed the project, "Improvement in Cure" and as the first step we assume the ideal situation would be to preserve the leather making substance of skins or hides. On this premise we have outlined the following:

Improvement in Cure:

1. Preservation of the leather making substance.

2. Experiments.

As the first aspect of this program we propose

1. Analysis of fresh hide.

a. A minimum of 5 hides (10 sides) with 8 samples taken from each side.

b. Differences in the protein

constituents, moisture and ash by analysis.

2. Analysis of brined hide.

a. A minimum of 5 hides would be needed. One-half of the hide would be used as a control, the other one-half would be brined.

b. Differences in the protein constituents, moisture and ash would be obtained by analysis.

3. Analysis of salt cured.

a. A minimum of 5 hides would be needed. One-half of the hide would be used as a control, the other one-half would be salt cured.

b. Differences in the protein constituents, moisture and ash would be obtained by analysis.

4. Analysis of the drain liquor.

a. Protein constituents would be obtained by analysis.

When acceptable methods are obtained we can then study factors concerned with best preservation of the leather making substance.

Ultimately we are interested in the quality of the leather.

3. Proposed methods

a. Research method

Based upon a complete analysis of a statistically sound number of samples on a valid number of hides for their leather making substance.

1. A complete analysis would give elastin and keratin nitrogen; globular protein nitrogen; collagen nitrogen; and non protein nitrogen.

2. Statistically it has been determined that 4 hides (8 sides) with 8 samples from each side are the minimum number needed to give valid results. The results will determine:

Bilateral symmetry

Hide-wise variation

Positional variation

b. Work method—ultimate goal Laboratory method

1. Moisture—This could be determined by various methods.

a. Dry sample for 24 hours at 98-100° C. in steam oven.

b. Dry sample for 24 hours at 98-100° C. in vacuum oven.

c. Solvent distillation. Sample is placed in a high boiling solvent; the water of the hide is evaporated off and

(Concluded on Page 34)

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ALWAYS!

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LEATHER EMULSION FINISHES

**FLEXIBLE
SPLIT
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...for production

Cuts tanning time...

... 25% to 50%!

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See for yourself!



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NEWS

Hide And Skin Imports Show Gain In May

Imports of hides and skins, excepting sheepskins, during May showed gains above April levels and were greater than in May 1949, the Tanners' Council reports. Exports continued "moderate," the Council reports, and except for sheepskins, export totals for the first five months 1950 were substantially below the same period last year.

For the first five months, the U. S. had net imports of 813,000 cattle-hides against only 78,000 hides this time last year. Calf and kip showed

a net import total of 862,000 skins against net exports of 92,000 last year during the same period.

Cattlehide imports for the first five months totaled 982,000 hides, almost double the 447,000 hides imported in the period 1949. Calfskin imports totaled 1,030,000, more than three times the 320,000 skins imported at this time a year ago. No calfskins from France reached the U. S. during May.

Goatskin imports rose to 17,740, 000 skins for the first five months 1950, more than two million skins above last year's total for the period. May arrivals of horsehides amounted to 42,000 hides (1,186 from France) bringing the five months' total to 134,000 hides as compared to 29,000 hides in the same period last year. Following are comparative figures:

		EXPORTS				IMPORTS			
(000 Omitted)		Unit	May 1950	May 1949	5 mos. total 1950	May 1950	May 1949	5 mos. total 1950	May 1949
LEATHER									
Sole	lbs.	13	56	209	1,031	188	113	1,052	335
Belting	lbs.	21	4	12	20	47	44	344	188
Upper	sq. ft.	2,375	3,078	13,200	23,955	723	411	3,725	2,090
Lining	sq. ft.	335	307	2,411	6,884	180	82	1,092	510
Glove, Garment	sq. ft.	301	288	1,438	1,807	96	30	961	462
Bag, Case	sq. ft.	63	49	223	219	92	18	298	65
Upholstery	sq. ft.	37	47	174	630	—	3	43	6
RAWSTOCK									
Cattlehides	Hides	22	101	169	525	160	53	982	447
Calf and Kip	Skins	21	116	168	512	176	47	1,030	320
Goat and Kid	Skins	—	—	—	—	4,269	3,631	17,740	15,365
Cabrettas	Skins	—	—	—	—	315	192	1,773	1,246
Shearlings	Skins	—	—	—	—	323	96	1,353	303
Pickled Sheep	Skins	36	28	392	219	1,417	1,883	5,975	3,946
Woolled Skins	Skins	—	—	—	—	100	79	1,016	261

LABOR NEWS

NLRB Clears Int. Shoe

Charges of unfair labor practices against International Shoe Co. have been dismissed by a trial examiner of the NLRB after hearing the dispute between the company and Local 198, United Cork, Linoleum and Plastic Workers of America, CIO.

The company had been charged with failure to bargain, interference of rights of employees and a lockout during a six-week strike during June and July, 1949 at its Hannibal, Mo., plant. The company makes rubber heels and soles at its Hannibal plant.

Court Rules Against Red Oath

The U. S. Court of Appeals for the District of Columbia has ruled by a 2-1 vote that national officers of the CIO and AFL unions need not file non-Communist oaths required by the Taft-Hartley Law before unions can take cases before the National Labor Relations Board.

The ruling reversed a previous decision passed down May 5 by the U. S. Court of Appeals at New Orleans. The question is expected to go before the Supreme Court shortly for a final decision.

Name Maine Arbitrator

The Lewiston-Auburn Shoeworkers Protective Assn., bargaining agent for workers in the Maine shoe manufacturing area, has selected Prof. John A. Hogan of University of New Hampshire to act as arbitrator in its wage dispute with five shoe firms. Hogan is also a special consultant for the Bureau of Labor Statistics.

The union is demanding the five shoe manufacturing firms restore a seven percent pay cut for 1800 workers employed at the plants. The cut was previously ruled by an earlier arbitration six months ago. Hearings under the new arbitrator will begin late in July, according to union officials.

Brooks Signs New Pact

Officials of William Brooks Shoe Co., Nelsonville, O., and Local 146, United Shoe Workers of America, CIO, have signed a new three-year contract calling for new labor provisions.

Provisions of the contract, which runs from June 1, 1950 to June 1, 1953, includes a clause by which either party may reopen wages 30 days prior to each June 1 only and a 10 cents per hour increase in base pay rates of each job classification.

DEATHS

P. N. Collier

... 60, well-known throughout the tanning and tanning chemicals trade, died recently. Collier had been associated with Pohl Color & Chemical Corp., Salem, Mass., for the past eight years. Born in England, he received his early training there and later came to the U. S. He spent part of his youth in China working with various leather producers. For the past several years, he had been traveling through the East and in Canada.

Frank D. Mansur

... 86, native of Haverhill, Mass., and retired shoe factory superintendent, died July 6 in a rest home in Nahant, Mass. Active in the shoe trade for many years, Mansur last worked as a superintendent in Raymond, N. H., before his retirement. He leaves two sons, Frank W. Mansur, superintendent of public schools in Swampscott, Mass., and W. F. Mansur.

Bertram S. Wilkins

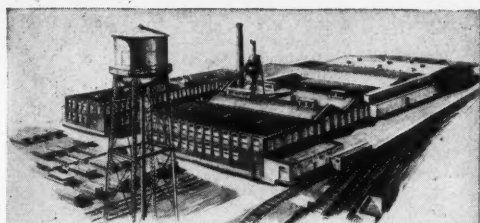
... 39, merchandise manager of Butler's, Inc., national women's retail shoe chain with headquarters in Atlanta, Ga., drowned in a boating accident July 13 in Lake Burton, Atlanta. The drowning occurred when Wilkins attempted unsuccessfully to rescue his six-year-old son, Anthony, who fell from a motorboat. Born in Revere, Mass., Wilkins attended schools in Boston and came to Atlanta eight years ago.

Harry A. Gruntler

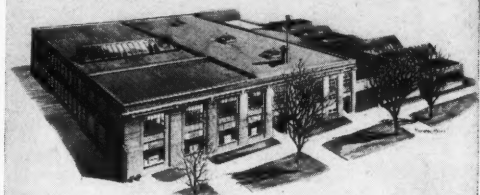
... 53, Cincinnati district manager of United Shoe Machinery Corp., died July 14 in Jewish Hospital, Cincinnati, following an illness extending back to last Nov. He was a native of Rochester, N. Y., where burial was held. Gruntler was a veteran of World War I. He had been associated with USMC for the past 37 years and had spent his last five years in Cincinnati. He leaves his wife, Clara R.; two daughters, Mrs. Joseph A. Hartman and Miss Dorothy M. Gruntler; a son, Hugh R.; two brothers, Joseph and Oscar; and a sister, Mrs. Albert Woodhead. Gruntler was also a member of the Cincinnati Shoe and Leather Club.

Otto F. Leitzke

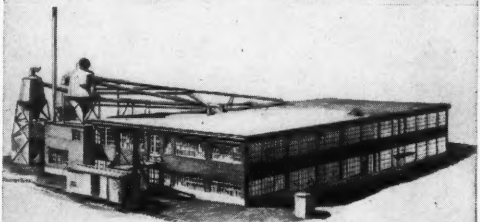
... 58, production control manager of Weyenberg Shoe Mfg. Co., Milwaukee, died recently at Hayward, Wis., of a heart attack incurred while boating with his son, Donald. He had been associated with the shoe firm for the past 43 years. Besides his son, he leaves his wife, Alma; another son, Walter; and a brother, Walter.



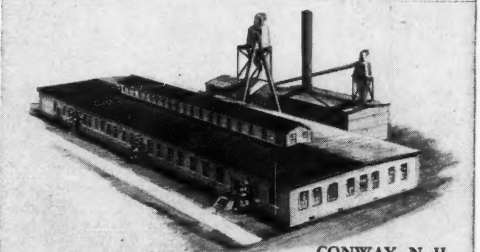
IRVING, MASSACHUSETTS



ST. LOUIS, MISSOURI

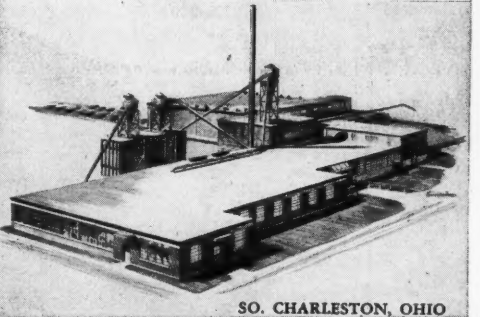
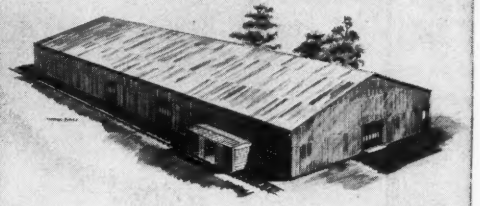


TROY, MISSOURI



CONWAY, N. H.

Below—Conway Warehouse



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For Dependable **WOOD HEEL BLOCKS**

**There's a complete,
modern Mears plant ready
to serve you in any
of five strategic locations**

To serve the Heel Covering branch of the industry, Mears maintains five heel-making plants, each equipped with the special machinery required to make high quality, dependable wood heel blocks. The facilities of these plants and the experience of our staff are readily available to help in meeting style and production problems.

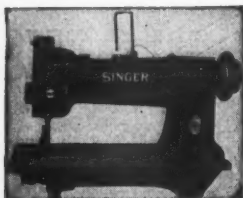
America's Style Leaders in every price
range count on Mears wood heel blocks
for dependability of performance.

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HEEL COMPANY, INC.**

General Offices: 2 South Broadway,
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SHOE, SLIPPER, RUBBER FOOTWEAR MACHINERY

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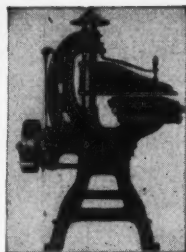
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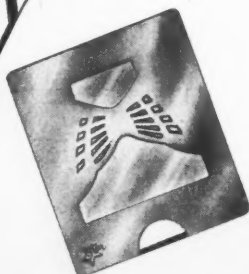
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speedy service



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Sales curves climb and climb when George Limon handles your contract tanning because Limon gets the best out of splits and sheep. In tanning, Limon's tops. Call him today.

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SPOT News

Massachusetts

• **Excel Shoe Co., Lynn**, has made an assignment for benefit of creditors to Nathan Tobin, Lynn attorney. Audit of debtor's condition is under way.

• **Fobern Shoes, Inc.**, has opened its new plant in Haverhill on a full production schedule, according to company spokesmen. The company's former plant on Washington St., Lynn, was recently destroyed by fire. About 125 workers are employed turning out women's shoes.

• **Finer Leathers, Inc.**, has been organized to manufacture and sell leather and fabric materials at 4 Union St., Peabody. Capitalization is \$100,000 with John Bulyga listed as president and James Karadris as treasurer.

• **Karson Leather Co., Inc.**, of Danvers has changed its name to Karson Mfg. Co. Offices are at 99 Main St., Peabody. Joseph Cohen is president and David Kaplan is treasurer.

• **Balancer, Inc.**, 59 Temple Place, Boston, will manufacture arch supports and shoe insert pads. David Katz is president and Melvin S. Lewis is treasurer.

• **John-Harold, Inc.**, Haverhill stitching room, has reopened after a shutdown of more than two months. The firm employs over 100 persons.

• **Kenmore Shoe Co., Inc.**, Beverly, has made an assignment for the benefit of creditors, it is reported. Samuel Stranick is president.

Canada

• **Leslie A. Dunbar**, president and general manager of Great West Felt Co., has purchased controlling interest in **Humberstone Shoe Co., Ltd.**, Humberstone, Ont., manufacturer of children's footwear. Purchase will not affect company operations, it is reported.

New Hampshire

• **Brezner Tanning Co.** has received approval from the Concord City Council of its plans for a \$150,000 tannery expansion program in Penacook.

• **Laurence F. Whittemore**, president of Brown Co., recently addressed the National Editorial Assn. at the Mount Washington Hotel, Bretton Woods.

Pennsylvania

• **Max Fierman**, trading as **G & G Shoe Co.**, shoe wholesaler, recently moved from 64 N. 4th St., to 46 N. 4th St., Philadelphia.

(Continued on Page 24)

Winguard 400

A NEW SAFETY TOE ARCHITECTURE

WINGUARD 400 is the first of three new steel toe styles planned for release in 1950 and 1951, all having crescent-shaped lateral edges which stanchion the toe against rearward inclination under vertical impact. WINGUARD'S unique rear edge develops triangular wing-like buttresses along the sole line which remain in supporting position behind the central back edge area of the toe dome no matter how exaggerated shoe toe spring becomes in the course of wear.

400 is a dress type streamlined in profile to meet the demand for smart oxford styling without sacrifice of essential toe protection. WINGUARDS are SAFER in all shoes where toe safety is the first consideration. Write for descriptive bulletin.

WINGUARDS
are patented.



SAFETY BOX TOE COMPANY

812 STATLER BUILDING, BOSTON 16, MASSACHUSETTS

SALES AGENTS:

UNITED STATES: BECKWITH MANUFACTURING COMPANY, DOVER, NEW HAMPSHIRE
CANADA: BECKWITH BOX TOE, LIMITED, SHERBROOKE, QUEBEC

● **Johnson Shoe Co.**, Philadelphia shoe wholesaler, has moved from 11 N. 4th St., to 64 N. 4th St.

● **J. B. Jobbing Co.**, Philadelphia shoe wholesaler, has been adjudicated bankrupt and the matter reported to a referee for examination. Assets have been ordered sold at public auction.

● **Harold H. Roth** has registered under the style of **H. H. Roth Mfg. Co.**, to manufacture leather novelties at 2130 E. Somerset St., Philadelphia.

Missouri

● **M. Fram of M. Fram Leather Co.**, Kansas City leather and findings dealer, is reported to be offering creditors 40 percent cash compromise as the result of an operation in which he suffered loss of a limb. It is claimed inventory exceeds liabilities by \$12,786 but cash resources are limited.

● **Charles Meis Shoe Mfg. Co.**, Cincinnati, has filed complaint in U. S. District Court charging **Trimfoot Co.**, Farmington, with infringement of the trademark "Cinderella." Injunction against further infringement and damages have been asked.

● **Monsanto Chemical Co.**, St. Louis, has issued a new \$15 million stock issue.

Wisconsin

● A stockholder of the **Freeman Shoe Corp.**, Beloit, Wis., has filed suit against the company demanding that it open its books of account. The suit allegedly seeks to protect the interests of the corporation and stockholders, determine if there is mismanagement, and disclose the true financial condition of the firm.

New York

● At a meeting of creditors of **Foot Modes, Inc.**, New York footwear manufacturer, decision was reached to hold an independent audit after hearing a report of debtor's condition. Total liabilities are \$28,385 and total assets \$30,193. Benjamin Goldblum is president of the firm.

● **Caprice Creations, Inc.**, New York manufacturer of slipper novelties, has filed voluntary petition in bankruptcy. Liabilities are listed at \$112,243 and assets \$74,003. The firm has

proposed to pay creditors 25 percent at 10 percent a month after confirmation of plan and balance in three monthly instalments after that.

● **Nu-Lam Products Co.** has moved to larger quarters at 109 North 3rd St., Brooklyn.

● **Jahraus-Braun**, Buffalo department store, has filed voluntary petition in bankruptcy offering unsecured creditors 45 percent in instalments.

● **Fleming-Joffe, Ltd.**, reptile tanning firm in New York, will present a showing of genuine reptile leathers in fashion colors to St. Louis manufacturers on July 18-19 at the Hotel Jefferson in St. Louis.

● The **National Shoe Retailers Assn.** will hold its next Style Conference Sept. 7, during the Tanners' Council Leather Show, at the Ballroom of the Ritz Carlton Hotel, New York City.

● **Kampi Custom Shoe Co.** has rented larger quarters at 158 West 22nd St., New York City.

● **Thomas D. Mackey and Co., Inc.**, is reported selling its plant to the **Metro Shoe Co.**, New York City. Proceeds will go to the former firm's creditors.

● The **National Authority for the Ladies' Handbag Industry** has presented a check for \$5000 to the Fashion Institute of Technology for conducting a course in handbag pattern making at 225 W. 24th St., New York City.

● **P.M.T. Footwear, Inc.**, has been organized to manufacture children's California process footwear at 11 Vanderwater St., New York City.

● **Goldstein Footwear, Inc.**, has been organized to manufacture California process slippers at 1761 Bushwick Ave., Brooklyn. Samuel Goldstein is president and George Bonetti is superintendent.

● **Wellco Shoe Corp.** of Waynesville, N. C., has opened a New York office in Room 762 of the Marbridge Bldg. Bob Zeligman is in charge.

● **Ephriam Brande Leather Co.** has announced development of a new line of Meltan Kip sides, especially for the handbag industry. The leather is available in all colors.

● **Shore Leather Products Co.** has been organized at 157 Prospect Park SW., Brooklyn. Isaac Sheinman is principal.

● **Desco Shoe Co.** has closed down its Long Island City plant and discontinued operations there, according to Jacob Eisenberg, company officer. One of New York's leading casual manufacturers, the Desco plant was struck last April when negotiations with Joint Council 13, United Shoe Workers of America, CIO, broke down. More than 250 workers are affected by the shut-down. Desco has other plants outside the city.

● **Mas-Kal Shoe Corp.** has been incorporated to manufacture and distribute footwear at 220 W. 42nd St., New York City. Al Warshaw is principal.

● **Ruffner & Barker**, New York City shoe distributors, will distribute in the U. S. footwear manufactured by **W. Barratt & Co.**, one of England's largest shoe manufacturing-retailing firms. The English shoes will be handled on a nationwide basis, according to Josa Ruffner, firm executive.

● **I. Miller & Sons** has begun operations at its newly-acquired Jersey City plant where approximately a dozen employees are setting up a piping and stripping department. Parts manufactured at the plant will be used at other Miller factories. The company has not yet decided whether it will make the Jersey City plant a complete manufacturing unit, although other departments will be added in the near future.

● New firms in the New York area include: **Pascal Glove Co.**, 17 E 48th St., Frederick Taskier, principal; **G & L Handbag Co.**, 12 W 29th St., Isreal Giman, principal; **Assenheim Leather Corp.**, 60 Wall St., Lee M. Gargens, principal.

● **Delta Shoe Mfg. Co., Inc.**, Brooklyn footwear manufacturer, is reported closing its plant at 102 Kane St.

● **Vimac Leathers, Inc.**, has been organized to deal in leathers at 475 5th Ave., New York City. Edward S. Joseph is principal.

● President Abraham Turiansky of **Avon Shoe Co.**, Brooklyn, has issued a statement denying reports that he is planning to open a New England plant for production of the Haymaker line.

DAVIS LEATHER INC.

TWO PARK AVENUE

NEW YORK 16, N. Y.

The above company was formed with the object of serving our United States customers more economically and efficiently with our well known

BABY CALF LEATHERS DOMINION CALF LEATHERS

BOSTON—Bergman & Brookhouse, 115 Beach St.

ST. LOUIS—Geo. J. Bucher, 1802 Locust St.

LOS ANGELES—A. J. & J. R. Cook Co., 1230 Maple Ave.

NEW YORK AREA—R. A. Brea, 2 Park Avenue

MILWAUKEE—H. I. Stewart, 918 North 4th St.

CINCINNATI—J. R. Kueven, 626 Broadway

SAN FRANCISCO—A. J. & J. R. Cook Co., 237 Eighth St.

TANNERY—Davis Leather Co., Ltd., Newmarket, Ont., Canada

Colonial PATENT

is in

Paradise



Tereen by Paradise is in stock
now, for immediate delivery.

Tereen by Paradise is heavenly looking in Colonial Patent. Its smooth finish has a starry gleam that puts any shoe high in the estimation of a fashion-wise woman. Give your shoes greater style and distinction with Colonial Patent in black or gleaming colors.

It's Patent Preferred for '50



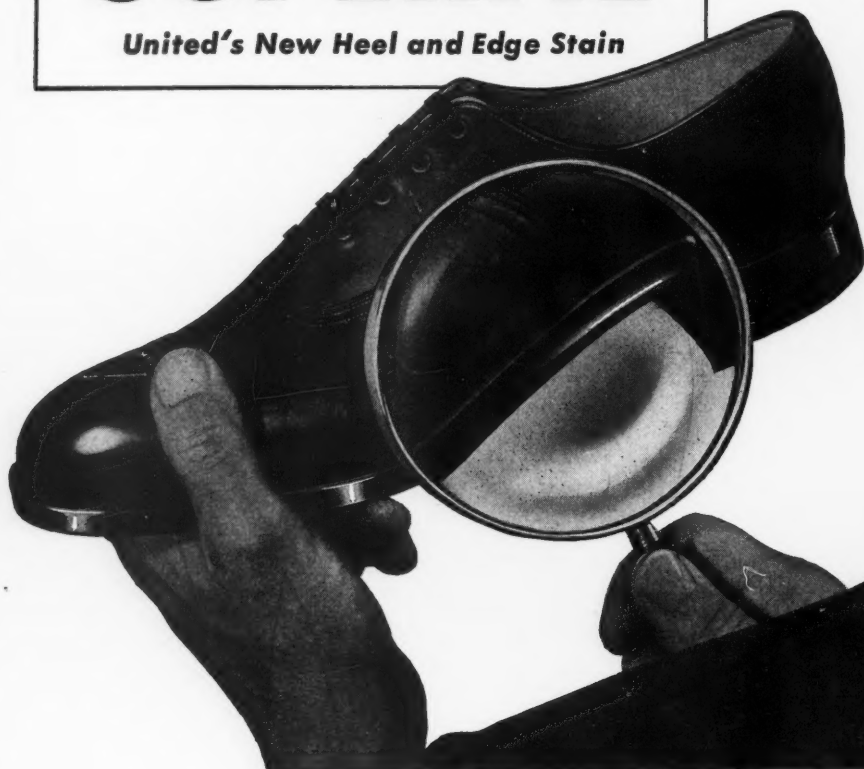
COLONIAL TANNING COMPANY, INC.
Boston 11, Massachusetts

COLONIAL FOR THE BEST PATENT LEATHER SHOES

Superior Fill... Superb Lustre...

SUPERFIL

United's New Heel and Edge Stain



USMC announces SUPERFIL STAIN for heels and edges — a new edge finishing material in all popular shades with the finest fill and lustre ever available.

Made from a new formula and by a completely new method, SUPERFIL combines more plus advantages than other edge inks. It's easily applied by machine or hand. A high solid content leaves a well filled foundation for easy setting. Drying time is quick — coverage uniform and spread is economical. SUPERFIL provides a high style finish to all types of heels or edges.

If you haven't yet used SUPERFIL, you owe it to yourself to try this modern finish. You, like the many present users, will be pleased with the appearance of your heels and edges.

Only SUPERFIL Gives All These

- Good mileage — easy application
- Easy setting
- May be used one-set or two-set over regular fillers (or over a primer as a two coat — one-set operation)
- Excellent fill
- High lustre
- Thoroughly tested
- Uniform color
- Flexible — durable
- Machine or hand application
- Fast drying

UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS

UNITED FINISHES

PRODUCTS
OF
B B CHEMICAL CO.
FINISHES FOR UPPERS
BOTTOMS • HEELS • EDGES

Leather MARKETS

Leather prices continue upward surge as tanners strive to keep sales volume within bounds. Buyers show little price resistance as boom continues unabated.

Sole Leathers

"A wild market" say Boston sole leather tanners who find themselves swept up in war threat boom. Prices are all over the lot, sales mixed, but most tanners can sell the leather they want at list prices. Many holding back, awaiting developments; others refuse to sell beyond Sept. 1 delivery. Despite the rising hide market, tanners are doing moderate to active buying, trying to keep abreast of changing situation. Heavyweight bends do best business but mediums and small supply of lights not far behind.

Light Bends: 66-70c
Medium Bends: 60-63c
Heavy Bends: 58-60c

Sole leather tanners of Philadelphia report business in a turmoil as a result of Korean situation. Hides went up 1½c last week and again 1c this week. Some tanners have withdrawn all price lists and will not take orders. Tanners who have stock on hand, say factory and repair leathers selling heavily and a terrific demand for bellies and heads. Prices continue to spiral upwards and tanners do not want to quote them. They have no idea where this will end.

Sole Leather Offer

Another highly confused market, according to Boston sole leather offer tanners and dealers. One thing is apparent — sales continue at active level with tanners asking and getting advances on many selections. Few tanners offer anything for future delivery; some restrict sales to Aug. 1 delivery. Bellies as firm as last week; single shoulders and double roughs continue very strong and active. Reports of some heads moving up to 30c but these are unconfirmed. Fore and hind shanks active.

Bellies: Steers: 41-43c; Cows 44-46c

Single shoulders, heads on:
Light, 56-60c; Heavy, 46-50c

Double rough shoulders: 66-72c
Heads: 26-28c

Fore Shanks: 33-36c

Hind Shanks: 36-38c

Calf Leathers

Tanners bewildered as packers raise skin prices. Shoe manufacturers want to buy calf but most tanners afraid to sell. Replacement costs justify at least 10c rise. Some tanners ask another 5c, others withdraw prices. Everybody blames everybody else for gouging. The packer finds it difficult to find anyone to blame as he is the primary producer. How much actual demand exists is unknown. Shoe retailers refusing to pay advances and this may mean that calf will be dropped from many lines. Below are printed last week's prices. Add at

LEATHER: ITS PRICE AND TREND

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1949 HIGH
CALF (Men's HM)	98-1.15	98-1.15	95-1.15	95-1.15
CALF (Women's)	85-1.06	85-1.06	80-1.02	90-1.10
CALF SUEDE	1.10-1.20	1.10-1.20	1.00-1.15	1.05-1.30
KID (Black Glazed)	70-1.00	70-1.00	45-65	70-1.00
KID SUEDE	70-88	70-88	45-65	70-90
PATENT (Extreme)	48-56	48-56	48-56	56-66
SHEEP (Russet Linings)	18-23	18-23	18-22	19-23
KIPS (Corrected)	60-64	57-61	54-58	57-61
EXTREMES (Corrected)	49-57	46-54	45-52	48-53
WORK ELK (Corrected)	44-54	42-52	43-48	52-56
SOLE (Light Bends)	64-68	64-67	62-64	68-72
BELLIES	42-46	39-44	32-35	44-48
SHOULDERS (Dble. Rgh.)	64-72	36-41	49-55	64-72
SPLITS (Lt. Suede)	36-41	62-70	37-43	39-44
SPLITS (Finished Linings)	20-25	20-23	20-23	22-24
SPLITS (Gussets)	17-21	17-20	18-19	19-20
WELTING (1½ x 1/8)	8¾-9	8½-8¾	7¾	9½-10
LIGHT NATIVE COWS	28-30	25-26½	19½-21	29½

All prices quoted are the range on best selection of standard tannages using quality rawstock.

THE OHIO LEATHER CO.

LUXOR

Calfcolors

BLACK JETTA CALF
WASHETTE
White and Colors

OHIO LEATHER CORP. Boston
87 South St.
THE OHIO LEATHER CO., INC. New York City
2 Park Ave.
ARTHUR S. PATTON LEATHER CO. St. Louis
1602 Locust St.
LIEBMAN-CUMMING San Francisco
718 Mission St.
(Pacific Coast and Orient)
EDGAR A. HERTZ
One Chesterfield St.
Mayfair, London W.1, England
(Export Director)

Tannery and General Offices
GIRARD, OHIO

SPLITS
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and
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GLOVE LEATHERS
HORSEHIDES
COWHIDES
SHANKS
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Specialists
IN
SPLITS
A.L.
GEBHARDT
MILWAUKEE CO. WISCONSIN

A. L. GEBHARDT CO.
416 N. Water St., Milwaukee 1, Wis.
Phone: Dally 8-6919

GEBHARDT-VOGEL TANNING CO.
706 W. DRENN, MILWAUKEE

least five cents a foot to these for today's minimum asking prices.

Men's weights: B 98-1.15; C 94-1.10; D 84-1.04; X 79-94; XX 75c.

Women's weights: B 94-1.06; C 87-97; D 80-92; X 70-86; XX 56-70c.

Suede: 1.10-1.20; 1.05-1.15; 95-1.00.

Kid Leathers

Kid leather tanners of Philadelphia report business in a turmoil as an effect of the rawskin market. None of the countries that ship goatskins is involved. As long as the fighting is contained within the present area they anticipate no change.

On the local scene business has shown a slightly upward trend. Up to the very end of last week things were dull, but beginning around Friday, orders increased. This was felt mostly in black glazed. Tanners feel this increase is due to speculative buying by shoe manufacturers trying to stock up at present prices, but it hasn't reached any great proportions and is not at all "out of hand." No one considers any remote need for controls.

Item by item, market situation is currently as follows: Still demand for black suede but very little for blue and brown and none for any other colors. No stepped-up demand for suede and prices unchanged. Glazed selling in some quantity mainly in black; prices quoted as 2c higher. Good business in slipper leathers from slipper and cowboy boot manufacturers. Nothing new in crushed or satin mats.

Suede: 35-93c
Slipper 30-65c
Glazed: 32-\$1.17
Crushed 30-65c
Linings 26-50c
Satin mats: 50-\$1.15

Sheep Leathers

Boston sheep leather tanner report sales only fair this week although many are asking and getting up to 1c more on various selections. Most tanners are proceeding very cautiously, limiting their rawstock buying, keeping sales at a minimum. Like other markets, sheepskin sales are for immediate delivery only. Tanners generally issue July 15 price list subject to change. The trend is up and few feel it will reverse before any radical action such as controls is taken by Govt.

Russet linings: 24, 22, 20, 18, 16, 14c

Colored vegetable linings: 26, 25, 22, 20, 18, 16, 14c

Hat sweat: 27, 25, 23, 21c

Chrome linings: 27, 25, 23c

Garment grains: 26, 24, 22, 20c

Garment suede: 27, 25, 23, 21c

Side Leathers

Tanners report continued active interest in all types of side leather. Prices continue to advance in mixed fashion. Some tanners who had been below the market now are at top level. One tanner of retan added ten cents to asking price in the past ten days. Others have increased prices at least 5 to 6c. All lists now subject to change without notice and salesmen required to submit all bids to headquarters. This week's actual increases over last week's prices average between one and two cents.

Heavy Aniline Extremes: B 57-60; C 55-58; 49-51c

Corrected Kips: B 57-65; C 55-63; D 53-61; X 47-54c

Corrected Extremes: 49-57; 47-53; 45-51; 42-48c

Corrected Large: 43-48; 41-45; 39-43; 36-40c

Work Elk: 45-55; 43-49; 41-45; 39-43c

Splits

Tanners ask slight increases but find interest only fair. Most users of splits not very busy with resulting absence of sales. Despite this, war scare has pepped up market to some extent and last week's asking prices now fairly easily obtained. One or two tanners have asked advances of up to 10%, refuse to sell for less. Result: no sales. Efforts to increase price of raw splits meets stronger tanner resistance. More interest in gusset, lining and suede, but to date it amounts to interest only.

Light suede: 36-41; 34-39; 32-36c

Heavy suede: 43-46; 41-43; 38-40c

Retan sole: 40, 38, 35, 33, 30c

Finished linings: 19-21; 20-23; 21-25c

Gussets: 17-21c

12½-13½c

Pickled Heavy, 13½-14c lb.; Light, 12-12½c lb.

Blue splits: Heavy, 14-15c lb., Light, 12½-13½c lb.

Welting

Mixed conditions reported in welting market. Some makers of regular Goodyear welting ask 10c. We hear of sales at 9½c. Makers not eager to sell. In specialty welting field activity continues strong with prices slightly advanced. Synthetic welting continues to attract its regular customers who slowly grow busier.

Bag, Case and Strap

Tanners' tentative price lists currently reported at prices anywhere from 6 to 9c above last week's levels. For some time now, tanners have been withdrawn from the market, and are just now coming out with

price lists. According to tanner's reports, the new advances reflect both sharp advances noted recently in hide prices and exceptionally good demand from the shoe trade.

2½ ounce case 50, 47, 44c
3 ounce case 53, 50, 47c
4 ounce strap 63, 60, 57c
5 ounce strap 67, 64, 61c
6 ounce strap 70, 67, 64c

Garment Leathers

Demand from garment leather manufacturers slow in showing any decided improvement. Meanwhile, tanners report leather prices on an even keel. Raw stock prices holding strong, and as a result, leather prices have remained in a firm position.

Suede garment: 28, 26, 25c

Grain garment: 29, 27, 25c

(High colored grain garment 2c more)

Average horsehide leather: 36c

Very best up to: 39-40c

Work Glove Leathers

With the hide market again showing signs of making additional price advances during the past week, a number of tanners have withdrawn glove split leather prices. Demand for glove splits has been exceptionally heavy, and, in some instances, tanners are booked solidly for 6 weeks. Tanners not quoting prices at the moment, but indicate that market is still in neighborhood of 19, 18 and 17c, or higher, for light-medium glove splits for a No. 1, 2 and 3 grade. It will take some establishment of big packer hides until tanners feel they want to announce any official price lists.

Horse shanks, 40-45 avg. ft. per doz.: 21c per ft.

Horse shanks, 50-55 avg. ft. per doz.: 25c per ft.

Cow bellies, 40-45 avg. ft. per doz.: 24c per ft.

Cow bellies, 50-55 avg. ft. per doz.: 26c per ft.

Shoulder Splits (Per Pound):

No. 1's—50c

No. 2's—40c

No. 3's—25-35c

Glove Splits (LM): 19, 18, 17c

Glove Leathers

Raw skin prices in certain lines, notably pigskins, show sharp advances but so far leather prices unchanged. No concerted rush to buy leather gloves and glove manufacturers show no inclination to stock up on leather.

There is an unconfirmed report that domestic leathers have advanced up to 2c per foot. Men's grey suedes, domestic, still selling at 34c for a clean table run. Ladies' high colored suedes, domestic, bring 40c for the tops but demand is light. Some de-



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WILMINGTON 99, DELAWARE

mand for light weight grains for boys' and misses' gloves. Persians, Iranians, etc., selling freely from 23 to 28c.

Belting Leathers

Belting leather tanners in Philadelphia are caught in the same situation as sole leather tanners. Hides are skyhigh and packers won't sell right now. The week after the fighting began, bends jumped as high as 5c. Those who will quote prices give figures at about the same level as last week but foresee the possibility of a change daily as the demand keeps up. Tanners can't get new stock and are waiting to see what will happen before getting involved with further business activity.

Curriers reflect the rough leather situation. They feel that if prices continue to go up and this wild hide speculation keeps up, price controls will come into effect. One currier said he had received an extremely large order from a firm who generally buys in small quantities. Since it was obvious this order was out of line, he would not quote on that amount but would give a quotation on the amount they usually buy. As far as prices of curried leathers are concerned, tanners have withdrawn their lists. As of yesterday items sold for 4c higher than the list quoted last week but curriers talk about daily and even hourly changes in prices and will not give any quotation for publication.

TANNING Materials

Raw Tanning Materials

Divi Divi, shipment, bags	.....\$70.00
Wattle bark, ton	.....\$87.50 for "Fair Average" and \$85.00 for "Merchantable"
Sumac, 25% leaf	.....\$72.00
30% leaf	.....\$75.00
Myrobalans, J. Is, \$52.00-\$53.00	
(Crushed \$76.00) J. 2s	.....\$42.00
Valonia Cups, 30-32% guaranteed	.....\$52.00
Valonia Beards	.....\$78.00
Mangrove Bark, So. Am.	.....\$60.00-\$61.00

Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	3.70
Barrels c.l.	4.38
Barrels, l.c.l.	4.65
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	9.60
Bags, l.c.l.	10.30
Bags, less than 100 pounds	15.00
Cutch, solid Borneo, 55% tannin, plus duty	.06%
Gambier Extract, 25% tannin, bbls.	.09%
Hemlock extract, 25% tannin, tk. cars, f.o.b. wks.	.0525
Bbls., c.l.	.05%
Oak bark extract, 25% tannin, lb. bbls. 6 1/2-6%, tks.	.06%
Quebracho extract	
Solid, ord., basis 63% tannin, c.l. plus duty	8 5/16
Solid, clar., basis 64% tannin, c.l.	.08
Liquid, basis 35% tannin, bbls.	.16%
Ground extract	.07%
Wattle bark, extract, solid	.05%
Powdered super spruce, bags, c.l.	.01%
.05%; l.c.l.	.09%
Spruce extract, tks. f.o.b. works	
Powdered valonia extracts, 63% tannin	

Tanners' Oils

Cod oil, Nfd., drums	......85
Castor oil No. 1 C.P. drs. l.c.l.	.....20
Sulfonated castor oil, 75%	.....17
Cod, sulfonated, pure 25% moisture	.....11
Cod, sulfonated, 25% added mineral	.....10
Cod, sulfonated, 50% added mineral	.....09
Linseed oil tks., c.l. zone 1	.....169
drums, l.c.l.	.....191
Neatsfoot, 20° C.T.	.....27 1/2
Neatsfoot, 30° C.T.	.....25
Neatsfoot, 40° C.T.	.....21
Neatsfoot, prime, drums, c.l. 14 1/2; l.c.l.	.....16 1/2
Neatsfoot, sulfonated, 75%	.....17
Olive, denatured, drs., gal.	.....1.70
Waterless Moellon	.....13
Artificial Moellon, 25% moisture	.....12
Chamois Moellon	.....09-11
Common degreas	.....10-12
Neutral degreas	.....21
Sulfonated tallow, 75%	.....10
Sulfonated tallow, 50%	.....08
Sponging compound	.....11 1/2
Split oil	.....09 1/2-10
Sulfonated sperm, 25% water	.....16
Petroleum Oils, 200 seconds visc. tks., f.o.b.	.....11 1/2
Petroleum Oils, 150 seconds visc. tks., f.o.b.	.....13
Petroleum Oils, 100 seconds visc. tks., f.o.b.	.....11

Editorial . . .

(Continued from Page 4)

far more realistic than naive. Tanners have long been operating at an extremely low profit, or with no

profit, or on a deficit basis. Less than one percent net profit on sales in 1949—the next to lowest profit rating of 72 major industries. In the first five-six months of 1950 the situation was no better, probably a little worse. Now, for the first time there is sufficient pressure of buyer demand to enable the tanners to sell their leather at a fair profit. It is easy enough for the buyer to call this "profiteering." But when he raises his own prices he must face the same "accusation" from his buyers. Obviously, because he lives with the facts of his own costs, he does not call his own price-raising "profiteering" but more realistically a matter of making a fair profit—something morally essential to anyone contributing to the improvement of our national economy. However, where a tanner or anyone else oversteps the bound of fair profit to capitalize beyond this line—that is moral disintegration.

Tanners are obviously setting their prices on a replacement basis. Their

(Concluded on Page 32)

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WEDGIES

LYNN INNERSOLE CO., ALLSTON, MASS.

Bulletin

One Big Four packer sold 2,900 July light native steers at 29c, up 1c; 2,800 Chicago, St. Paul, Kansas City, heavy cows at 29c, up 1 to 1½c; 5,600 light native steers at 32c for July, up 3c but in line with other advancing selections, 31½c for June Chicago basis.



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Price \$30.00 per Cwt.
Will average 4 yds. to lb.

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HIDES and SKINS

Market continues very strong as trading picks up. Big packer hides, calfskins active. Many advances noted.

Packer Hides

Market remains in strong position. One "Big 4" packer sold 3,600 Oklahoma City light native cows at 33c, April/forward salting and 5,600 bulls at 18c for natives and 17c for brands, January/forward salting, all Chicago basis. Packers' Hide Association sold a car of light average weight light native cows at 30c, July salting, Chicago basis.

However, at the close of last week, approximately 25,000 hides were sold at prices anywhere from 1½ to 2c higher than the previous week, with just about every selection affected.

Sales were held up this week as the trade awaited the President's message to Congress. News that price controls would not be put into effect tended to act as a stabilizer in the big packer market. One of the big packers announced offerings at prices from 1½ to 2c above the advances paid last week. So far, the only response from buyers has been bids at steady money on branded selections, while native selections have been bid at prices just slightly above last week's established levels.

Meanwhile, with offerings held another 1½ to 2c higher, a large number of tanners have withdrawn leather prices from the markets until some sort of establishment is made. A number of tanners are doing "over-the-counter" business only, until such a time they can actually figure what their replacement costs will be.

Calfskins

After a long period of time, big packers finally announced a calfskin offering. This week, one "Big 4"

packer offered out a list of about 50,000 skins, including Northern, River, St. Louis and some of the small plant productions. About 20,000 of this total consisted of Northern production. Asking prices on the Northern were 76c for lights, 72½c for heavies, with Rivers offered at 74c for lights and 71c for heavies. While these offerings attracted only slight response, some bids reported at 70c for Riverpoint lightweights and 65c for heavies, but readily refused by sellers.

In the New York market packer skins unchanged and firm at nominal levels of \$3.60 for 3-4's, \$4.30 for 4-5's, \$5.10 for 5-7's, \$5.70 for 7-9's and \$8.40 for 9-12's. Collector skins figured nominally at \$3.30 for 3-4's, \$3.95 for 4-5's, \$4.70 for 5-7's, \$5.25 for 5-7's and \$7.30 for 9-12's.

Outside calfskin markets marking time pending developments in big packer market. Price structures nominal at 53 to 57c for small packer untrimmed allweights and from 48 to 50c for city untrimmed allweights, with country untrimmed allweights figured around 33 to 35c.

Kipskins

The big packer kipskin market showed an advance of 2½c this week as a result of sales involving about 15,000 skins at various production points. One large seller sold 7,000 St. Louis natives at 55c, overweights 50c, basis FOB.

Another large seller sold a total of 3,000 skins, consisting of various production points, at 55½c for natives and 50½c for overweights, on a Chicago delivery basis. The third seller sold a total of 4,900 River and Oklahoma City kip at 55½c for the River natives and 50½c for overweights, with the Oklahoma City kip going at 53c for natives and 48c for over-

QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native Steers	27 -28	24½-26½ N	23½-26½	19½
Ex. Light native steers	31N	29N	30	27½-28
Light native cows	28 -30	26- 27½ N	25 -26½	23 -24
Heavy native cows	27½-28	26- 26½ N	25 -25½	20 -22
Native bulls	17N	16½-17	15½-16½	16 -16½
Heavy Texas steers	24½ N	23N	20	18½
Light Texas steers	26N	25N	24	20
Ex. light Texas steers	29N	28N	27	24
Butt branded steers	24½ N	23N	20	18½
Colorado steers	24N	22½ N	19½	18
Branded cows	26 -26½ N	25- 25½ N	24 -24½	19½-20½
Branded bulls	16N	15½-16	14½-15½	15 -15½
Packer calfskins	72½-76A	62½-66	62½-66	42½-47½
Chicago city calfskins	45 -47	42 -45	42 -45	30 -35
Packer kipskins	55	50	50	45

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close July 20	Close July 13	High For Week	Low For Week	Net Change
September	25.60T	24.40B	27.25	23.00	+120
December	25.55T	24.25T	26.99	23.20	+125
March	24.70N	23.55T	26.70	22.80	+115
June	24.55N	23.85D	26.45	23.20	+ 70

Total Sales: 767 lots

weights, all Chicago basis, of June salting.

Nothing in the way of trading reported in New York trimmed packer kipskin market, with prices holding firm. Up to \$9.80 quoted on 12 to 17's for packer selections and \$10.50 on 17's and up. Collector skins, 12 to 17's quoted \$8.50, and 17's and up at \$9.00.

Small Packer Hides

Business in small packer hide market this week confined to small lot business and special election. A few lots of 48/50 lb. average hides sold. Good quality Midwestern 48/50 lb. average allweights in a range of 26 to 27c selected, FOB shipping points, with better lots offered up to 30 and 31c selected for Midwestern production lighter average hide, but bids scarce at anything better than 28c selected. Heavier hides neglected, except for a few lots around 50/52 lb. average around 26c and some 55 lb. averages around 24½c to 25c. Bulls nominally quoted around 14 to 15c selected.

Country Hides

Country hides also slow this week. Sellers unable to realize their asking prices, which ranged around 24 to 25c flat for good 48/50 lb. average Midwestern allweights, the best bids 23c flat, and some down to 22c flat on similar hides. Many sellers did not price their hides because there had been no big packer business on which to base levels.

Sheep Pelts

Korean situation had little effect on sheep pelt and shearing markets. Good demand for good big packer shearlings at the last paid prices of \$3.00 to \$3.10 for No. 1's, \$2.20 to \$2.30 for No. 2's, and \$1.75 to \$1.80 for No. 3's. Country dry pelts quotable around 35c per lb. Market for small packer shearlings figured about 75c less than the big packer levels with interest not particularly strong. Big packer pickled skins continue strong. Tanners quoting a practical top of \$13 per dozen for good production springers, but \$15 per dozen still continues to be paid by tanners who want skins.

Horsehides

Higher horsehide prices noted. Some tanners have paid up to \$11.75 for good trimmed 70 to 75 lb. hides, and indications of \$12 have been heard, but no actual trades reported at that level. Untrimmed hides figured about \$1 to \$1.10 more. Some lighter trimmed lots quotable around \$11.50 to \$11.75. Fronts slightly higher, due to higher levels for whole hides, with prices around \$7.25 to \$7.50 heard for good No. 1 Northern. Butts still in good position, quotable around \$4.00 to \$4.25, depending upon quality, FOB shipping points.

Deerskins

Due to dealers bidding and operating, market for Brazil "jacks" has firmed up considerably and many shippers are withholding offers. Although last confirmed purchases by



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ONE POUND...
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Always the same high quality.

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The producers of HYDRODITE invite you to make use of their research laboratory and technical staff.

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Leather Finish Specialists

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tanners were at 67c fob., dealers have paid up to 72c fob. and other dealers are bidding 70c fob. without being able to locate material. Some offers noted at 74c fob.

Pigskins

Brazil market stronger due to sales to Europe and increased demand here. Manaus grey peccaries sold at \$2.25 fob. and reports that buyers would pay \$2.30 fob. on additional quantities without being able to obtain offers. Shippers generally not offering at any price. Offering of Para peccaries, 1,000 greys at \$2.20 fob. and 4,000 blacks at \$2.10 fob. Sizable quantities of spot lots of Mexicans moved with price withheld.

More demand for pig leather and tanners have been trying to cover. Chaco carpinchos offered at \$2.50 fob. for 90/10 selection. Peruvian peccaries well sold up although one shipper has been asking \$2.20 fob. for greys and 10c less for blacks. Dry Bolivian peccaries, 65% greys and 35% blacks sold at \$1.90 c&f.

Goatskins

More interest reported in goatskin markets but tanners still wary. Skins in demand bring from 3-5% more; others remain at former levels. Pakistan 1,200 lb. Amritsars sold at \$10.50 per dozen c&f. recently in good volume. Last confirmed business in 1,70/180 lb. Coconadas and Deccans at \$11.00-\$11.25, with sellers now asking 25c. more. Bati goatskins more active at \$14.50 for quick shipment. Most shippers now ask \$15.00. Addis-abebebs last sold at \$10.00 but offerings are light and held higher.

West province extra light goatskins sold recently at 54c per lb. c&f. Shippers ask up to 58c now. Red Kanos goatskins sold recently at \$1.18-\$1.20 basis primes, as to shipper, etc. Offerings light also. Most shippers ask \$11.50 for shade dried 1.00/1.05 lb. 30/50/20 Kenya and Tanganyika goatskins. Few sales.

Dry Sheepskins

In general, raw stock markets have shown but little change with most buyers still on sidelines. However, more interest is developing and some quarters confident that trading will be resumed.

Hair sheep markets holding firm although reports from Nigeria indicate slight weakness as some business developed at 56c per lb. basis Kano primes and buyers' ideas now 51-53c per lb., depending upon shippers and lots involved. Cape gloves holding steady with offers at \$20.00 for all prime heavy westerns and \$2 less for the mediums. Brazil market continues mixed with wide range of prices, depending upon shippers, sections and rate of exchange. Some trading in Addis-abbaba slaughterers' 180-lbs., 35/50/15 assortment at \$11 c&f. for shipment. Offers of Mochas, Mombasas and dry salted Sudans limited as shippers continue to get better prices in Europe.

Wool sheep markets firm and pullers still having difficulty in operat-

ing at their ideas of value in the various primary markets. At last Sydney, Australia sale, two-thirds and half wool 56s and up unchanged while other types declined from unchanged to three pence. Wool sheep market unsettled due to announcement that Australia has placed wool levy tax of 7½% as of August 26th. Good sized business, however, in Argentine pulling skins with better sections sold at 44½c per lb., c&f.

Shearling market steady with Cape 1-½ inch offered at 28½ pence, c&f. Some business at 28 pence, c&f. Not much interest in the 1-1½ inch as buyers continue to purchase domestic shearlings.

Still movement in slats with Peruvians advanced about 20% and sales of better grades quoted at 31½c fob. Local buyers unwilling to follow increases. Papua slats selling at \$6.75 per dozen, c&f. for 900-1000 lbs.

Reptiles

Raw stock buyers adopting a waiting policy as they have sufficient stocks to take care of any demand, prefer to sit back and await developments. Another factor in their favor is calf and suede leather going up. Relatively few offers received from

India and some agents advised by their shippers it may be two weeks before they will be in a position to do so. Others trying to obtain offers of larger sizes without success.

Madras bark tanned whips, 4 inches up, averaging 4½ inches, 70/30 selection, available at 85c and averaging 4½ inches at 90c. About 5,000 cobras, 4 inches up, averaging 4½ inches, 70/30 selection, sold at 60c. Also sales of 2,500 each Madras bark tanned whips, number twos at 63c and number threes at 33c, running 4 inches up, averaging 4½ inches and 4 inches up, averaging 5 inches respectively. Calcutta oval grain lizards, 40/40/20 assortment, offered at 30-32c, as to shippers, without interesting buyers.

Europe interested in Brazils and paying much higher than what local buyers can. Thus few offers of back cut tejus and at exorbitant prices. Chameleons offered at 13-15c without takers. No change in Argentine or Siam markets with practically no offers coming out of the Argentine and not much interest in spot holdings of aers and chouryes while for shipment 40-43c asked for 8 inch up chouryes, averaging 2.4 kilos. Columbian iguanas nominal at 20c.

Editorial . . .

(Concluded on Page 29)

prices, as with all prices, are hinged to costs. Everyone is conscious of the rise in rawstock prices, and hence everyone should realize the consequence to leather prices. But there is some assurance that tanners will refrain from over-aggressive price tactics, realizing the possibility of controls that can throw many branches of the industry for a loss. The tanners' caution is already illustrated by their careful and minimum buying of rawstock at current prices. In this instance the tanner is acting as the shoe manufacturer's front line of defense against price rises.

The Shoe Manufacturers

The tempted cannot succeed unless stimulated by the tempters. The bidders are just as responsible for prices as the sellers. This is so obvious that it becomes a platitude. Tanners report considerable sales "by heavy demand" from shoe manufacturers. Of course these sales are at current higher prices. Under these circumstances it appears that some rise in shoe prices is inevitable. Already a number of shoe manufacturers have taken the step.

We cannot "moralize" against price rises. We must be realistic. We are still functioning in a free market that sensitively responds to the law of supply and demand. Look at the

current situation and course of supply and demand in all aspects and you arrive at the inevitable outlook for shoe prices.

Controls?

Will we get controls on hides and skins, leather, shoes, as a final halt on price rises? The industry itself holds the answers. How it acts, so it shall be acted upon by the government.

In Truman's speech this week he asked Congress to authorize a priorities and allocation system for materials needed for national security; to limit the use of materials for non-essential purposes; to prevent inventory hoarding; to authorize seizure of materials needed for the fighting effort.

How do we fit into the picture? There is one significant answer. In the last war, leather was regarded as the 7th most strategic war material.

It appears that (1) we are more on the way toward than away from controls; (2) that prices in our field will have little chance of becoming runaway.

The industry is sandwiched between many pressures which tend to move prices upward, and by its ethical obligation to prevent price increases. So long as its actions are governed by moderation and moral control we can realize profitable operations within the bounds of moral and patriotic obligations.

WANT ADS

ADVERTISING RATES

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday.

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One 72"

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leather outsoles, uplifts, leather wedges, and
toplifts of all descriptions. For upstate New
York, Metropolitan New York, Pennsylvania,
Oregon, and Washington. Straight commission
basis. Give experience and references. Ad-
dress G-26, c/o Leather and Shoes, 300 W.
Adams St., Chicago 6, Ill.

Complete Tannery or Individual Machines for Sale

100 miles from Montreal, Canada, suitable for
sheepskin processing mechanical leather or
similar lines. 4—Big Wooden Paddles; 3—
Drums; 3—Electric Motors; 1—64" Fleshing
Machine; 1—Splitting Machine 64"; 1—Drum
Setting Out Machine 72"; 1—Heavy Jack; 1—
Shaving Machine; 1—Siccomb Staking Ma-
chine; 2—Pendulum Presses; 1—Unhairing
Machine; 1—Buffing Machine; 1—Centrifuge;
1—Mixer & Barrel; 2—Pumps; 3—Bleaching
Tanks. Note: The above items are for sale
either together or individually. Address G-24,
c/o Leather and Shoes, 300 W. Adams St.,
Chicago 6, Ill.

Help Wanted

Salesmen-Jobbers

WANTED—to represent us in selling plastic
coated men's work gloves. Salesmen handling
other lines and calling on hardware, metal,
lumber, cement and chemical industries can
handle as side line. For full information write
to Belle City Glove Company, Gresham, Wis-
consin.

Tannery Foreman

MOUTON TANNERY will require, about
January 1, 1951, several high grade depart-
mental foremen for Mouton and shearing
finishing. Must be experienced producers and
capable of handling crew efficiently. Knowledge
of chemicals not essential. State qualifications,
etc. Address G-7, c/o Leather and Shoes, 300
W. Adams St., Chicago 6, Ill.

Asst. Finisher

ASSISTANT FINISHER WANTED — Midwest
tannery. Good opportunity for advancement
for aggressive young man who knows only the
basics of lacquer, pigment and dye applica-
tions on bag, case and strap leather. Must be
able to handle men. Give qualifications and
salary expected. Address G-18, c/o Leather
and Shoes, 300 W. Adams St., Chicago 6, Ill.

Supt. Counter Factory

WANTED: Supt. Counter Factory. Man who
understands how to make sole leather and
fibre counters. Must be a good trainer of help
and understand how to set up counter ma-
chinery. Give age, experience, and references.
Address G-25, c/o Leather and Shoes, 300 W.
Adams St., Chicago 6, Ill.

Situations Wanted

Tannery Supt.

SUPERINTENDENT TANNER seeks connec-
tion with a reliable concern. 25 years' experi-
ence in tanning shoe leather, upholstery,
chrome, bark and combinations.

Address G-16,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Cutting Room Foreman

AVAILABLE AT ONCE. Will go anywhere.
Knows all kinds of leather, has 20 years'
experience on all types of shoes. Able to
train new help. Address G-17, c/o Leather
and Shoes, 10 High St., Boston 10, Mass.

Leather Finisher

EXPERIENCED in side leather and splits for
shoe, handbag and luggage. Water, resin and
lacquer finishes.

Address G-21,
c/o Leather and Shoes,
10 High St.,
Boston 10, Mass.

Hide and Skin

receiver and sorter; twenty years' experience.
Also knowledge of leather. Willing to travel.
Address Z-7, c/o Leather and Shoes, 20
Vesey St., New York 7.

Do Results Meet Your Desire?

IF NOT, a frank discussion with this Middle-
west shoe factory Superintendent could very
well help. Address G-22, c/o Leather and
Shoes, 300 W. Adams St., Chicago 6, Ill.

Tanner

THOROUGHLY EXPERIENCED man capable
of taking full charge of an upper leather
tannery in Canada.

Address G-23,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Splitting Machine Operator

EXPERIENCED splitting machine operator
interested in new connection. In reply, please
state if work is steady, also salary, type of
splitting and if housing is available. Address
G-27, c/o Leather and Shoes, 300 W. Adams
St., Chicago 6, Ill.

New Research . . .

(Concluded from Page 18)

condensate is collected in a graduated receptacle.

d. Brabender moisture tester gives rapid determination of percentage moisture which can be driven out of a sample in a given time at a given temperature.

e. Rapid electric method for determining moisture requires only a few minutes, does not require pieces to be cut from the hide and the determination is fairly accurate.

2. *Total Ash*—This would give an estimate of the salt present in hide. If a more exact analysis for salt is required the Volhard method could be used.

Plant method

This would be a tanner's evaluation. Moisture would be taken on a pack—composite of 50 samples of small size.

10. This program is subject to change and revision as the counseling committees may suggest.

11. Solicit the cooperation of experimental stations and Government agencies in establishing the economic losses in cattle which are permitted to accumulate a dense coat of manure and other filth.

12. Determine from various services the possible predisposition of manure laden cattle to disease and their influence on the spread of diseases.

13. Consider the possibility of securing SPCA aid.

Coming EVENTS

July 23-24, 1950—Fall Showing, Tri-State Shoe Travelers Assn., Hotel Statler, Buffalo, N. Y.

July 23-26, 1950—Baltimore Shoe Club Show, Lord Baltimore Hotel, Baltimore, Maryland.

Aug. 21-25, 1950—National Luggage and Leather Goods Show, sponsored by Luggage & Leather Goods Manufacturers of America, Inc. Palmer House, Chicago, Ill.
Sept. 1-30, 1950—Child Foot Health Month.

Sept. 5-7, 1950—Shoe Travelers Assn. of Chicago Showing, Morrison Hotel, Chicago.
Sept. 5-7, 1950—Allied Shoe Products & Style Exhibit for Spring, Hotel Belmont-Plaza, New York City.

Sept. 6-7, 1950—Official opening of American Leathers for Spring, sponsored by Tanners' Council of America, Inc., Waldorf-Astoria Hotel, N. Y.

Sept. 10-12, 1950—Michigan Shoe Travelers Club Show, Hotel Statler, Detroit.

Oct. 15-18, 1950—First joint convention for tanners, shoe manufacturers and retailers. Sponsored by Canadian Shoe Council, Quebec City, Canada.

Oct. 25, 1950—Annual Fall Convention, National Hide Assn. Edgewater Beach Hotel, Chicago.

Oct. 26-27, 1950—Annual Fall Meeting, Tanners' Council of America, Edgewater Beach Hotel, Chicago.

Oct. 29-Nov. 2, 1950—National Shoe Fair, sponsored by National Shoe Manufacturers Assn. and National Shoe Retailers Assn., Palmer House and other hotels, Chicago.

Nov. 4-8, 1950—Spring Shoe Show, sponsored by Southeastern Shoe Travelers Assn., Atlanta Biltmore Hotel, Atlanta, Ga.

Nov. 4-8, 1950—Spring Shoe Show, Pennsylvania Shoe Travelers Assn., Hotel William Penn, Philadelphia.

Nov. 5-7, 1950—Spring Shoe Show, Central States Shoe Travelers, Muehlebach and Phillips Hotels, Kansas City, Mo.

Nov. 5-7, 1950—Michigan Shoe Travelers Club Show, Hotel Statler, Detroit.

Nov. 12-14, 1950—Spring Shoe Show, Indiana Shoe Travelers Assn., Inc., Claypool Hotel, Indianapolis, Ind.

Nov. 12-15, 1950—Spring Shoe Show, sponsored by the Southwestern Shoe Travelers Assn. Adolphus, Baker and Southland Hotels, Dallas, Tex.

Nov. 19-21, 1950—Columbus Shoe Fair, sponsored by Ohio Shoe Travelers Club, Hotel Deshler-Wallick, Columbus, O.

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MAKE BETTER SHOES WITH GOOD LASTS

Why use worn lasts when they can be repaired as good as new ones? Shoe factories across the country save thousands of dollars by having their worn lasts repaired by our special patented method. Satisfied customers are sending their lasts to us and saving 75% of their former last costs.

TRIAL OFFER: Send us 2 or 3 pairs of worn lasts. We will return them to you repaired and remodeled at no charge or obligation.

MILWAUKEE LAST REPAIR CO.

602 S. 5th St.

Milwaukee 4, Wisconsin

TABER PUMPS

• Have been meeting the special requirements of the Tannery since 1859 . . . Write for Bulletin TP-629.

TABER PUMP CO

(Est. 1859)

300 Elm Street Buffalo, N. Y.



QUEBRACHO EXTRACTS

SOLID POWDERED LIQUID

THE RIVER PLATE

IMPORT and EXPORT CORPORATION

405 LEXINGTON AVE., CHRYSLER BLDG., NEW YORK

Designed and Manufactured by
PROCTOR & SCHWARTZ, Inc.
 for the Modern Tanner



Modern tanners are coming more and more to rely on Proctor equipment for drying . . . for they have learned from experience, that Proctor equipment performs to their most exacting demands.

It is designed by men with a background of engineering equipment for leather drying—and then every bit of manufacturing and fabrication is done in the large Proctor plant in Philadelphia. When the tanner selects Proctor equipment, it is designed and built to suit his purpose by one company—Proctor & Schwartz, Inc.

Each type of Proctor drying system is designed for a specific need. For maximum yield of top quality leathers, the Proctor dryer for leather pasted on glass

plates is ideally suited. Where leather is to be toggled, Proctor toggling and drying systems are designed and built to meet individual tannery needs. Where the problem indicates—one of the conveyor types of dryers may be recommended. In each case, recommendation is made only after careful investigation and a conference with those responsible for production.

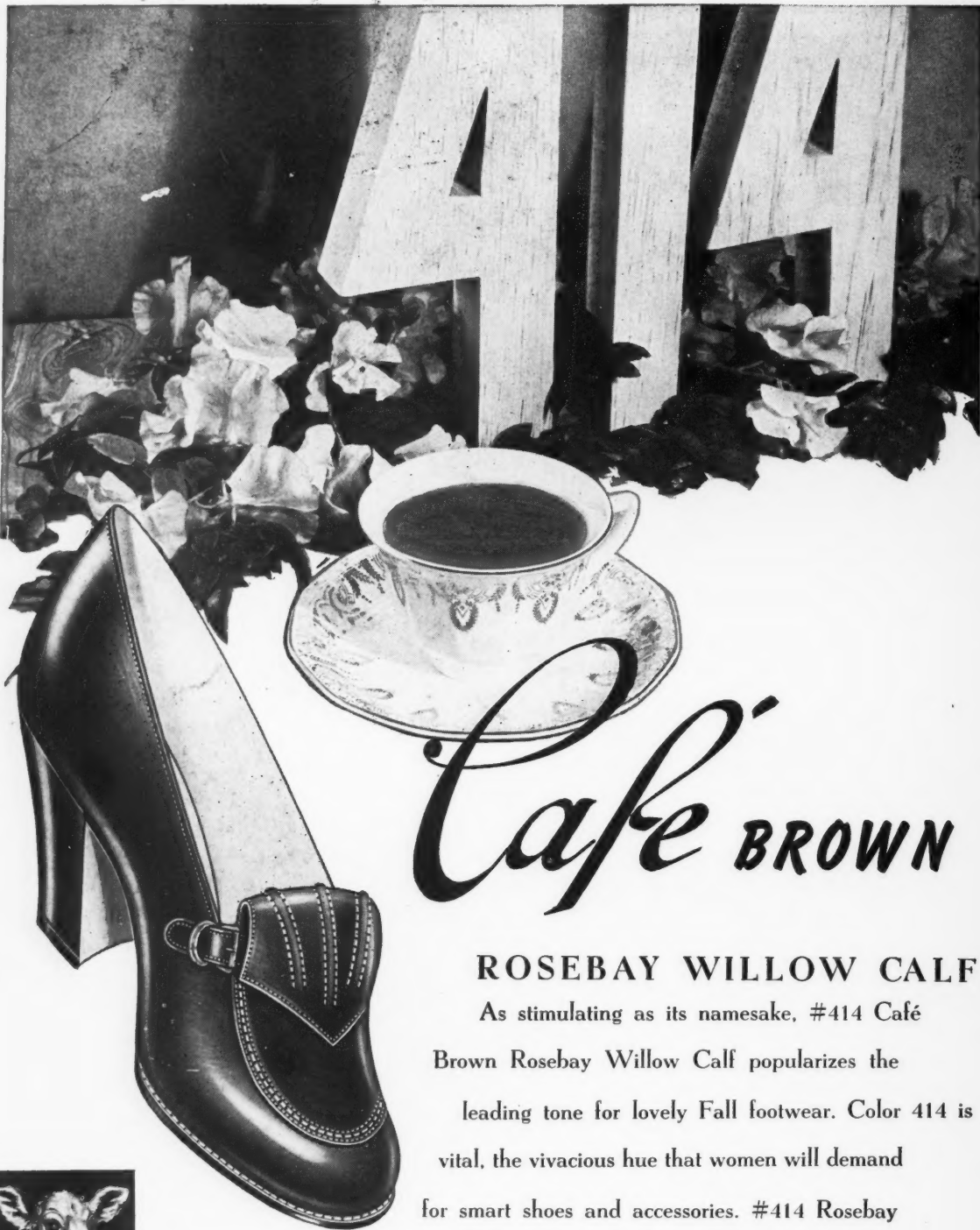
Investigate the advantages of a Proctor designed and Proctor built system for your tannery.



AVOID PRODUCTION DELAYS . . .

If you are already operating Proctor equipment—you can avoid costly time-out by maintaining an inventory of certain replacement parts. Let us recommend the parts you should stock!

PROCTOR & SCHWARTZ, INC. • 717 TABOR ROAD, PHILADELPHIA 20 • PA •
Designers & Manufacturers of Drying Equipment for the Leather Industry
 DRYERS FOR PASTED LEATHER • TOGGING and DRYING SYSTEMS •
 CONVEYOR DRYERS • "ROTO-SPRAY" EQUIPMENT



Café BROWN

ROSEBAY WILLOW CALF

As stimulating as its namesake, #414 Café

Brown Rosebay Willow Calf popularizes the

leading tone for lovely Fall footwear. Color 414 is
vital, the vivacious hue that women will demand

for smart shoes and accessories. #414 Rosebay

Willow Calf combines quality with style.



AMERICAN HIDE AND LEATHER COMPANY BOSTON

